

# Chemist & Druggist

Benn

AUGUST 30 1975

THE NEWSWEEKLY FOR PHARMACY

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<b>Wednesday</b>	<b>9.00</b>	<b>12.30</b>	<b>—</b>		
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<b>Friday</b>	<b>9.00</b>	<b>12.30</b>	<b>—</b>	<b>1.30</b>	<b>5.30</b>
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# Chemist & Druggist

The newsweekly for pharmacy

30 August 1975 Vol. 204 No. 4979

116th year of publication

Editor Arthur Wright, FPS, DBA

Advertisement Manager Peter Nicholls, JP

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# Comment

## Welcome support

General practice pharmacy's morale was given another boost this week when the pharmacist's roles in advising on self-medication and acting as a half-way screen to the doctor were stressed in a radio phone-in programme on Tuesday (p257).

The speakers were doctors, both well-known to the public through the media, and their views are particularly valuable because they are in a better position than most to influence public attitudes. Nor were the speakers dealing in platitudes—Dr Weston has knowledge of pharmacy, at least through *Family Doctor* publications, and Dr Gould spoke of his period teaching pharmacy students when he was "always impressed by their thorough training in the basic medical sciences as well as in the sciences of pharmacy itself". A very useful addition to pharmacy's cause, it may be said.

Certainly pharmacy is less able to complain these days than formerly that it does not get recognition in or by the media. The current issue of the women's magazine, *She*, includes an article by Joe Soap ("a pseudonym if ever there was one", says *She*) entitled "Down on the pharm". But whether an article complaining about the Society's registration fee, lack of pension arrangements, urgent scripts, the NHS contract and dispensing doctors is right for the mass media is questionable.

In particular the article attacks doctors for exploiting chemists and "cheating" them—by prescribing excessive quantities, issuing multi-patient scripts and by dispensing themselves. The British Medical Association's reply, though easily challenged by any pharmacist, looks to the lay eye a far more reasoned and balanced viewpoint.

Surely, when pharmacy has the opportunity for publicity, the cause is better served by positive rather than destructive comments.

## Unsafe pack

Pharmacists and all others involved in the current discussions over how to make medicines less accessible to toddlers' groping fingers will be shocked by the existence of the "ratty dolly pill box" (p256).

This product from Hong Kong is apparently for use as a container for oral contraceptives tablets after they have been removed from their strip packaging. The Royal Society for the Prevention of Accidents has condemned it as being in bad taste and, moreover, being "just the thing to attract a child". They have called on the Department of Prices and Consumer Protection to take action.

The product's objective appears to be: prevent the stork bringing a baby by using the "pill". While perhaps a good argument in other circumstances, its use on this occasion, where infants may be endangered from any contents of the doll, is surely more than just bad taste—other pharmaceutical considerations aside.

All thinking individuals will rightly condemn the product. The full force of the law should be used to stop the sale of this "child unresistant" pack.

# 'Decisive' vote for Irish GMS offer

Irish community pharmacists have accepted the Minister of Health's latest remuneration offer under the General Medical Services dispensing scheme.

A postal ballot of contractors undertaken by the Irish Pharmaceutical Union was completed on Tuesday. Afterwards the Union put out a statement that the contractors had accepted the Minister's latest offer of a 35p fee and 6p dispensing costs and all of the retrospective payments recommended in the recent Review Body report, (C&D, July 26, p109), "in view of the present economic situation and having due regard to the Government's wages policy." [The Minister, Mr B. Corish, had claimed the Review Body's recommendation of 45p fee and 6p costs from July 1975, was outside the National Wage Agreements.]

However, the Union have emphasised that acceptance of the offer did not preclude them from pressing for full implementation of the Review Body's report later.

Although the Union did not issue voting figures, it is understood the result was decisive but not unanimous.

## 'Family planning' scripts: advice on sorting

The Central NHS (Chemist Contractors) Committee has issued further advice to clear up confusion about the correct procedure for sorting "free" contraceptive prescription forms before they are submitted for pricing.

The Committee says that from July 1, the various forms FP/EC 10 and forms FP/EC 14 must be sorted into three groups (or four in the case of the few rural contractors who have permission to accept forms bearing postage stamps) as follows:

- All forms bearing prescriptions for exempted classes of patients.
- All forms bearing only prescriptions for contraceptive substances or permitted contraceptive appliances.
- All forms bearing prescriptions for which one or more prescription charges are applicable.
- (Only applicable to designated rural area chemist contractors) all forms bearing prescriptions for which charges have been paid by the affixing of postage stamps.

Forms containing prescriptions for a contraceptive substance or appliance and other items should be included in the first or third bundle as appropriate. Where such forms are included in the third bundle, it is essential that the number of prescriptions for contraceptive substances or appliances is included in the

"no charge prescriptions" box at the foot of the form.

The total number of forms and the total number of prescriptions in each group and the total number of forms and prescriptions submitted must be declared on the invoice form FP 34 (A). The total number of "no charge" prescriptions (ie the difference in the number of prescriptions for pricing purposes and the number for charge purposes) must also be declared in the box provided.

## European pharmaceutical costs compared in survey

A survey of European pharmaceutical prices, to be published on September 4, suggests that the prices in France are considerably lower at 1974 exchange rates than those in Germany, lower than those in Switzerland and probably lower than those in the UK.

The author stresses that the conclusions are "seriously dependent upon the survey making adequate allowances for varying market structures; the predominant form of product presentation; the typical pack size and the company and therapeutic make-up of the sample". Furthermore, exchange rate movements and purchasing power disparities could go a long way towards accounting for the price variations, he adds.

For any given product, for example, ampoules proved often to be cheaper in France, but tablets often cheaper in the UK. This simply reflects marketing differences which in turn reflect market demand variations and thus distort any price comparison.

An incidental observation from the survey is that prices within a therapeutic

group and given country show remarkable consistency, indicating that the range of prices already present in a market has a profound influence on the entry price of new products. Thus once there is a price contrast between two markets it tends to be perpetuated.

The author, Michael H. Cooper, is senior lecturer in economics at University of Exeter. He was author of *Prices and Profits in the Pharmaceutical Industry* (1966) and, jointly with A. J. Cooper, of a "Little Neddy" report, *International price comparison* (1972) which studied prices of pharmaceuticals in the UK and eight other countries in 1970.

*European Pharmaceutical Prices 1964-74.* Michael H. Cooper, Croom Helm Ltd, 2 St John's Road, London SW11. Price £2.50.

## Large increases in product licence fees proposed

The Department of Health is proposing to increase initial product licence fees from £300 to £1,250, with further proposals based on turnover. The Association of the British Pharmaceutical Industry is seeking the views of its members but a spokesman said it was too early to make any detailed comment on their overall reaction.

## ROSPA attacks 'rattly dolly' sold as a 'pill' box

The Royal Society for the Prevention of Accidents has written to the Department of Prices and Consumer Protection requesting action on a "rattly dolly" sold as a container for oral contraceptives.

The "pill box", which was made in Hong Kong, and bought in Birmingham, is designed to hold oral contraceptives after the tablets have been removed from their strip packaging. Apart from being unnecessary, ROSPA also consider the doll in bad taste and potentially dangerous: it is "just the kind of thing to attract a child", whatever is put inside, be it "pills" or razor blades.

A spokesman for the Department told C&D that ROSPA's letter was receiving attention. *Illustration courtesy ROSPA*



# Radio doctors' support for chemists' adviser role

"If you are in doubt about whether you should be seeing the doctor or not, one of the people who could give you helpful advice and who is likely to know you quite well is your regular pharmacist". That message Dr Trevor Weston, consultant medical editor to *Family Doctor* publications, said he hoped to "get across" during a BBC Radio 4 phone-in programme on home remedies on Tuesday.

Answering a question from a Bradford pharmacist, Mr Irving Libbish, his co-panelist, Dr Donald Gould, medical correspondent for *New Statesman*, said it was an "absolute disgrace" that pharmacists' training was wasted counting pills and selling hot water bottles. The high street chemist could do a great deal more in the care of patients and he should be able to hand out more medicines than at present — Mr Libbish had asked whether the "general sale list" should be extended to allow more counter-prescribing and had cited the lack of an OTC eye preparation since withdrawal of golden eye ointment.

Dr Gould believed a case existed for patients registering with a pharmacy "so the pharmacist can keep an eye on the patients' drug use and drug history... I would have the pharmacist play a far more active part in the actual treatment and general advice to patients". Mr Libbish responded that pharmacists would "love to do it" if only the government and the law allowed.

Dr Weston disagreed with registration, however, saying it would take away much freedom from the patient "and probably the pharmacist". But better use of pharmacists' skills was not just a question of legislation. There was a feeling in the mind of the public that the pharmacist had a vested interest in selling proprietary medicines, though that obviously was not true in the case of a good conscientious pharmacist. It was unfortunate that the professional and trading roles were confused and Dr Weston wished the profession could "sort that out" so the public would realise that behind the counter full of cosmetics was "someone trained not just to dispense medicines but to give them help as a sort of half-way point to the doctor".

In the programme generally, both doctors supported self-medication for minor ailments where symptoms did not persist. But they warned that some of the more potent remedies might mask symptoms

of more serious disease if relied upon.

#### Award for Dr Gould

The Medical Journalists' Association 1974 awards, sponsored by Reckitt & Colman pharmaceutical division have been made to Dr Donald D. Gould who receives £600 for his work for the *New Statesman* and to Mr Horace Judson who receives £200 for his book "Heroin Addiction in Great Britain."



Miss Catherine Jones, 17-year-old winner of the André Philippe shop girl princess competition, won a weekend holiday for two in Paris. Miss Jones is an assistant at Morgan Thomas Chemist, Llandudno, Gwynedd, North Wales

that pvc flat-twin flexes are to be acceptable without any time-limit in respect of certain hand-held appliances, shavers, hair-clippers and similar appliances provided that the flexes comply with the requirements in the relevant British Standards.

## New working party on genetic manipulation

A new working party is to be set up to look into potential hazards of genetic manipulation of micro-organisms, Mr Frederick Mulley, Secretary of State, Education and Science, has recently announced.

The working party is to be chaired by Professor R. E. O. Williams, director, Public Health Laboratory Service. It is to look at the situation in the light of the Report of the Advisory Board for the Research Council's Working Party on the potential benefits and hazards associated with such genetic manipulation and the Working Party on the Laboratory Use of Dangerous Pathogens, both of which were published earlier this year. The party's terms of reference are to:

- draft a central code of practice and to make recommendations for the establishment of a central advisory service for laboratories using the available techniques for such genetic manipulation, and for the provision of necessary training facilities; and
- to consider the practical aspects of and apply in appropriate cases the controls advocated by the working party on the laboratory use of dangerous pathogens.

Mr Mulley asked research bodies not to proceed with work already identified as involving potentially serious hazard, pending advice from the working party.

## NI register available

Copies of the Pharmaceutical Society of Northern Ireland register for 1975 are now available price £1.25 from Mr W. Gorman, secretary, 73 University Street, Belfast.

## New safety regulations for household electrical goods

Comprehensive safety requirements for domestic electrical equipment are included in new regulations made last week by Mr Alan Williams, Minister of State for Prices and Consumer Protection. The Electrical Equipment (Safety) Regulations are to come into effect on April 1, 1976, for manufacturers and importers, and October 1, 1976, for wholesalers and retailers.

They apply to all equipment designed or suitable for domestic use (whether indoors or out-of-doors) offered for sale in Great Britain in the course of business. The sale or letting on hire of non-complying equipment—including second-hand equipment—whether by manufacturers, importers, wholesalers or retailers will be an offence under the 1961 Act.

In addition to having adequate basic or functional insulation, equipment will have to have either adequate additional or supplementary insulation or provision for earthing metal parts. Live parts, except in certain specified cases, must not be accessible without the use of tools. Moving parts must be enclosed or otherwise sufficiently guarded, as, where practicable, are

parts that get hot enough to cause injury. The generation of excessive heat and the emission to a dangerous degree of toxic gases or radiation of any kind is prohibited. Electric fires, toasters and other "open heaters" with elements capable of being touched by hand must have all-pole switches. Safety instructions must appear on equipment or, if this is impracticable, must accompany it.

Except for certain exemptions, the regulations do not refer to published standards. The department proposes, however, to publish administrative guidance before October 1 listing standards that, in its opinion and in the light of the advice of the recently created Advisory Committee on the safety of Household Electrical Equipment, afford the degree of safety required. The regulations are in the sphere of an EEC Directive on low-voltage electrical equipment adopted by the Council of the European Communities on February 19, 1973. Apart from certain specified exemptions, they apply to all sections of the trade and will be enforced by local weights and measures authorities.

One exemption in the Regulations is

# 1,600 from 50 countries at Dublin FIP

The 35th International Congress of Pharmaceutical Sciences, due to be held in Dublin next week, will be one of the largest congresses ever in the Republic of Ireland.

Organised by the Pharmaceutical Society of Ireland on behalf of the International Pharmaceutical Federation, the congress is to be attended by 1,200 pharmacists and 400 accompanying persons from over 50 countries. Some 160 people will be attending from the UK, 60 from Ireland, and nearly 100 from the USA, including a group flying in on an organised air charter tour. In addition to EEC and Scandinavian countries, participants will come from Eastern Europe, the Middle East—even as far away as Brazil, Japan, Mauritius, New Zealand and Nigeria.

The Congress itself will be held in the Burlington Hotel, but some 15 hotels in all will be used to house participants. A travel desk at the Burlington Hotel will make any additional travel arrangements. One more unusual aspect is the Congress programme, which will contain "thumbnail" sketches of some of the principal speakers.

## ... and 895 for Norwich

Bookings for the British Pharmaceutical Conference, which starts in Norwich on September 7, have now closed with a total of 895 registrations.

## Paris seminar on child safety packaging

A one-day international seminar on the packaging of pharmaceuticals in relation to child security is to be held in Paris on November 14.

To be held at the Intercontinental Hotel, 3 Rue de Castiglione, Paris, the seminar is being organised by the Gobain Desjonquieres company—an affiliate of a major world producer of pharmaceutical glass—in conjunction with the French Society of Pharmaceutical Sciences and Techniques and the French Packaging Institute. The SFSTP, a scientific group representing the pharmaceutical industry, formed a working group to solve problems concerned with the production and filling of pharmaceutical products.

The participation fee is Fr600, and application forms can be obtained from Mademoiselle Houizot, Marketing, St Gobain Desjonquieres, 4 Rue Albert de Vatimesnil, 92302 Levallois-Perret, France.

Among those taking part are Professor Gauthier, head of the toxicology depart-

The Burlington Hotel, Dublin, venue for the 1975 meeting of the International Pharmaceutical Federation



ment, Fernand Widal Hospital anti-poison centre, Mr A. G. Shaw, secretary, Association of the British Pharmaceutical Industry, and Dr Robert M. Hehir, director, Bureau of Biomedical Science, US Consumer Product Safety Commission.

## Manx venue for Institute's conference on the industry

This year's annual conference of the Institute of Pharmacy Management is to be held at the Grand Hotel, Ramsey, Isle of Man, October 10-13 inclusive. The theme of the conference will be "Policy and responsibility in the pharmaceutical industry". Speakers will include Dr Raymond Gosselin, BS, MS, MBA, ScD, president of the College of Pharmacy, Massachusetts, USA, an authority on pharmaceutical finance and statistics. Senior directors of national and multinational companies will also contribute to the five professional sessions being presented.

A full social programme has also been arranged which will include ladies' excursions, golf match, civic reception, and banquet.

In announcing the preliminary programme Mr J. B. Thompson, director and secretary of the Institute, points out that in the past the professional sessions had discussed the problems facing general practice pharmacy and the wholesaler. This year the council had decided to debate and discuss the industry because of the possibility of national policies which would affect all pharmacists. He adds: "At the present time manufacturers and distributors in the industry are formulating policies, making decisions and defending themselves against adverse circumstances which have been thrust upon them from all quarters, making it inevitable that these policies and decisions will affect each stage in the chain of distribution and every person from the factory hand to the sales assistant and dispensing technician in the pharmacy."

### Conference fees

For members making their own travel arrangements, the cost is £42.00. For those wishing to take advantage of party air travel from Manchester and London Heathrow the fees are £58.00 and £68.00 respectively. For non-members there is a surcharge of £2.00 per attendance.

Applications to the director and secretary, 150 Charminster Road, Bournemouth, BH8 8UU.

## Reconsider gifts tax says ABCC

In a memorandum requested by the Inland Revenue, the Association of British Chambers of Commerce has called for the reconsideration of the capital transfer tax.

The association points out that the burden of the tax greatly exceeds the burden of comparable taxes in other developed countries and emphasises that the main effect "will be to discourage investment or the creation of productive assets in this country". Renewed investment in such assets is constantly being urged by Ministers "and yet the capital transfer tax has been designed to achieve the opposite effect".

The memorandum adds that the tax has been in force for some 16 months during which Britain has suffered inflation approaching 40 per cent. It suggests that exemption limits and rate thresholds should be adjusted immediately to compensate for this "and there should be provision for their automatic adjustment at regular intervals by reference to, say, the Retail Price Index".

## Aspirin risks in pregnancy

Women who take aspirin regularly run higher risks of complications during the birth and of having a stillborn baby, according to reports in *The Lancet* last week.

Workers at the Royal Alexandra Hospital for Children, Sydney, Australia, found that 6.6 per cent of patients attending an antenatal clinic were taking salicylate preparations regularly, almost always as self-medication. This group showed a higher incidence of anaemia, ante-partum and post-partum haemorrhage, prolonged gestation, complicated deliveries and perinatal mortality compared with non-takers.

In another study they found that the babies of 144 mothers who took salicylates regularly during pregnancy had a lower birth-weight and their perinatal mortality was increased but the incidence of congenital abnormalities was not significantly higher.

The authors say that screening for urinary salicylates is simple and cheap and recommend it as a routine antenatal procedure in countries with a high salicylate consumption. It was found that women readily stopped taking aspirin once the risks had been explained to them.



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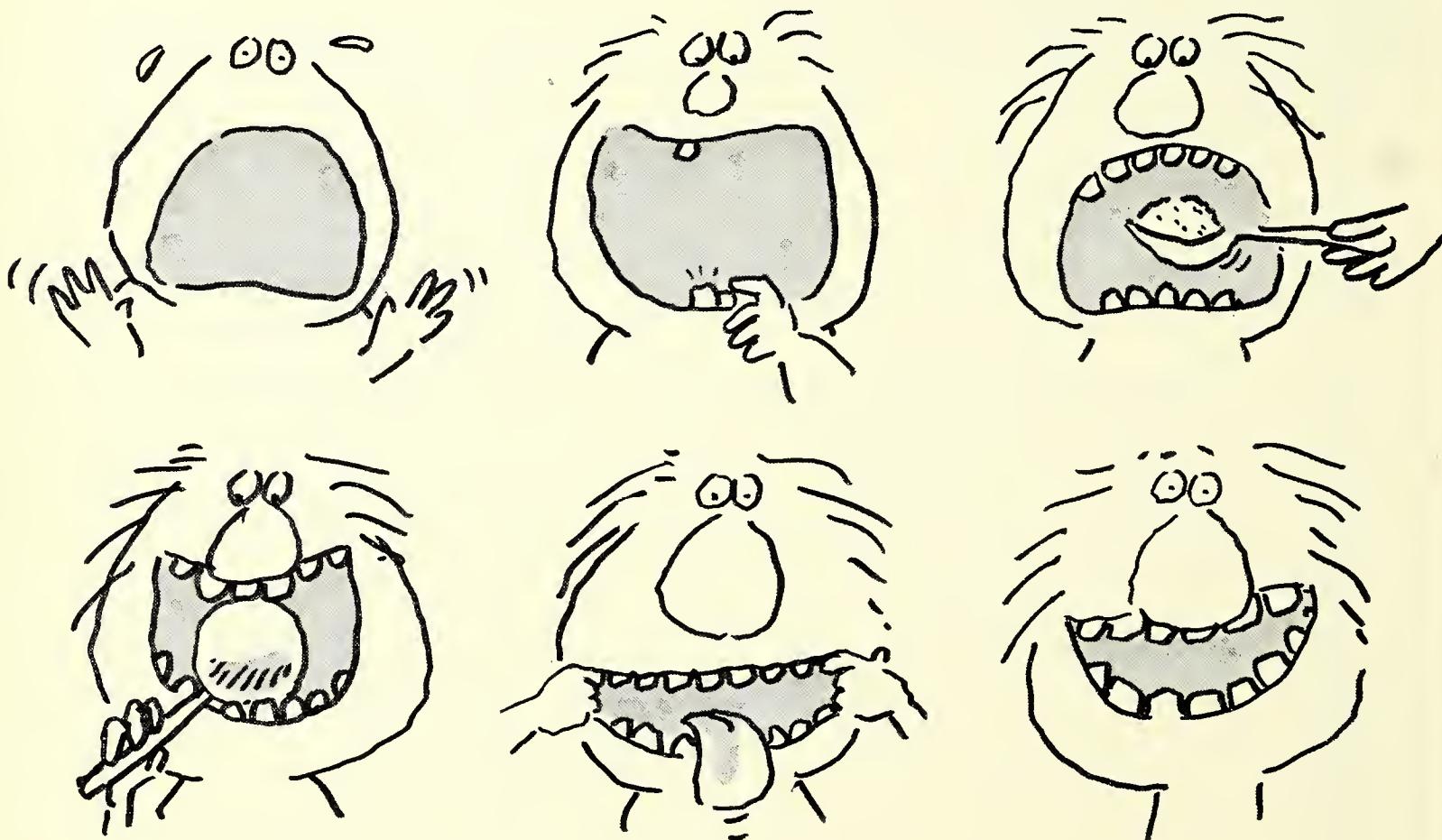
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Dentinox babies' toothpaste and teething products are distributed by Dendron Limited, 94 Rickmansworth Road, Watford, Herts. WD1 7JJ. Telephone Watford 29251.

## Dentinox gel toothpaste.



# News in brief

# Topical reflections

BY XRAYSER

□ Chemist contractors in England during March dispensed a total of 23,250,848 prescriptions (14,440,247 forms) at a total cost of £26,871,014—an average of £1.16 per prescription.

□ The diploma course in cosmetic science organised by the Society of Cosmetic Chemists of Great Britain begins on September 29. Registration is on September 24. Details from the education secretary, 56 Kingsway, London WC2B 6DX.

□ The following have been approved by the British Standards Institution's technical committee on common names for pesticides for eventual inclusion in BS 1831 list of names upon final international adoption: bufencarb, butralin, vinclozolin.

□ The Food Additives and Contaminants Committee are to review the Regulations which govern the levels of arsenic in food. Representations should be submitted to the Committee's administrative secretary, room 555, Great Westminster House, Horseferry Road, London SW1P 2AE, by October 31.

□ A museum commemorating the invention of photography by William Henry Fox Talbot has been established at Lacock, Wilts, in a 16th century barn at Lacock Abbey, a National Trust property. Mr Fox Talbot (1800-1877) lived at the Abbey for some time and is said to have made his most important discoveries there.

□ The Secretary of State for Scotland has approved increases in the mileage allowance for pharmacists who attend courses approved under Section 63 of the Health Services and Public Health Act 1968. For those who use their own car the mileage allowance on or after April 1, 1975 has been increased to 3.4p per mile, on or after May 1 to 3.6p per mile and on or after June 1 to 3.7p per mile.

□ An urgent review of Inner London's health needs and the resources necessary to meet them is to be carried out by a special subcommittee set up by the London Co-ordinating Committee for Health Services. The committee, whose chairman is Sir Philip Rogers, Permanent Secretary at the Department of Health, is composed of senior officials from health, university and local authorities in London.

□ Dosage errors have been discovered in the new 14th edition of the "Textbook of medicine" edited by P. B. Beeson and W. McDermott. The recommended dose of gentamicin (p315) should be 1 to 1.5mg per kg bodyweight, not 50 to 100mg per kg. The dose of kanamycin which appears in the same paragraph as "10 to 20mg per kg" should read "mg per kg bodyweight, intramuscularly or intravenously, every eight hours."

□ The Office of Health Economics, 162 Regent Street, London W1R 6DD, have published a Compendium of Health Service Statistics (£2.50, including loose-leaf binder) which provides a statistical record of the first 25 years of the NHS. It draws together figures, published in a number of

## Ethics

In his searching examination of the method of sales of proprietary medicines to the Health Service, Dr Alan Klass examines in detail the costs of "selling", through representatives, publicity, and sampling. It is, of course, true that medicines advertised direct to the public in Press and on television would make very little impact were their light hidden under a bushel.

But in recent months I have had occasion to wonder about the ethics of some "ethical" medicines. For example, a representative called to inform me of a product he was "detailing". In all such discussions, sooner or later I come round to the sordid details of cost. In that particular case he told me airily that it was quite cheap—only one penny per ml. My inbuilt computer whirred as I asked him what was the dose, for if it was one 5ml spoon it was 5p. It was, in fact, three 5ml spoons three times daily—which seemed, at a daily cost of 45p, relatively expensive. It was clear that the line taken of "only one penny a ml" was carefully calculated.

Another, which rather surprised me, was a change on the part of a physician from one known brand to another, not so well-known and costing rather more than that which had fallen into disfavour. I knew the doctor extremely well, and asked him why he had made the change. The answer was that the representative had told him it was cheaper.

I showed him the Price List (with capitals) and he intimated that when the young gentleman called again he would challenge the statement, but meantime would revert to the original tablet. The next visit brought the explanation. If the doctor would prescribe only that brand of his and no other, and if the pharmacist would buy 5,000 instead of 500, it would cost less than the original bought in lots of 500. The tortuous argument left me wondering about ethics.

## Cutting costs

It is difficult to read anything these days without finding oneself involved in finance, and your correspondent who signs himself "Cost conscious" deals with the new fees proposed for registration with the Pharmaceutical Society. His complaint is not so much one of the sums involved as the question of how the money is spent, and it is right that that should be questioned, for it is members' money.

He wonders, for example, if the expense of the annual Conference is justifiable, or if it could be so arranged as to cut costs. I am not convinced of the wisdom of trying to save money on the museum and library services. A liberal profession such as pharmacy must provide facilities of the kind. I note that your correspondent asks how we can economically undertake to house our collection in the new building when the Wellcome Trustees, with their fantastic income, cannot afford to run their "set-up". But I wonder if there is not more in it than a question of finance. It has seemed to me that the policy of that firm is not the same as it was.

Whatever paring may be considered advisable at any time, I hope that the last subject of an economy drive will be the Society's collection of museum pieces and unique books. And it must be remembered that there is a splendid modern library which is well-used, even if the use tends to be of a specialist nature. Whatever may be thought desirable to axe, let the last thing be the library and museum. Such things are built up laboriously but can be undone in a flash.

different Government reports, on such topics as staff increases, regional variations, and medicines costs, and further sections will be published in future years.

□ US marshals recently seized a New York manufacturer's entire stock of a new type of contact lens—about 7,000 in all—and materials for several thousand more.

The seizure took place under a court order after the firm had been told to stop manufacture and sale of the lenses which the US Food and Drug Administration claimed were made of a type of plastic that had not been shown to be safe and effective. The firm disputed that FDA's approval was required before marketing.

# Chemist lines in price 'comparison'

Chemist lines could be among those chosen by local authorities under the Government's plans for local price comparison schemes.

The Department of Prices and Consumer Protection recently sent out a circular to local authorities on the setting up of such schemes, and inviting them to apply for a grant of up to £1,000 a year towards financing the service. However, the service could also be operated by consumer advice centres, citizens advice bureaux, or even local trading standards offices. Publicity would be by local newspapers and shop posters.

The Department hope to see the scheme operating by the end of the year, and want to see the widest geographical spread possible of towns operating the service.

In the circular, the Department recommend that a weekly comparative list of prices for various outlets be prepared for fresh food and "at least 20 commonly purchased groceries", although more than 20 would be prepared to allow for out-of-stock items. An "illustrative" annex lists commonly purchased groceries which might be used, including detergent powder, toilet soap and toilet rolls. However, it is understood it would be up to the local authority operating the scheme to choose what items to use in the survey, and it could pick a number of chemist lines.

The Retail Consortium has offered assistance to the Prices Department in setting up the comparison groups, and has asked to be consulted about how fair and accurate comparisons can be made. The Consortium is to have informal talks with the Distributive Industry Training Board to see if they could assist in a scheme to train the people involved in making the price comparisons. The National Food and Drink Federation has condemned the comparison scheme as useless, time consuming and confusing.

## Rauwolfia and cancer: no link confirmed

Further research has failed to confirm a link between rauwolfia derivatives and breast cancer. Last year, three studies (C&D, September 28, 1974, p418) suggested that women who took reserpine were more likely to develop breast cancer. But two studies reported in *The Lancet* recently conclude that this association is unlikely.

Workers at the Mayo Clinic, Rochester, Minnesota, USA, compared 450 breast-cancer patients with 475 age-matched women with gall-stones and found no difference between the two groups in the

use of rauwolfia derivatives for hypertension.

The second study of psychiatric patients in the State of New York found that 32 out of 55 breast-cancer patients and 31 out of 55 matched controls had taken reserpine. More of the patients with cancer had taken the drug for hypertension whereas in the control group reserpine was used mainly for psychiatric purposes.

## Soviet scientists develop new respiratory drug

Soviet scientists have synthesised a new drug, etymizol, which they claim is "indispensable" in obstetrics. It is an adrenergic agent which stimulates respiration and production of anti-inflammatory hormones in bronchial asthma, and is said to have reduced by half the mortality of babies born with respiratory difficulties.

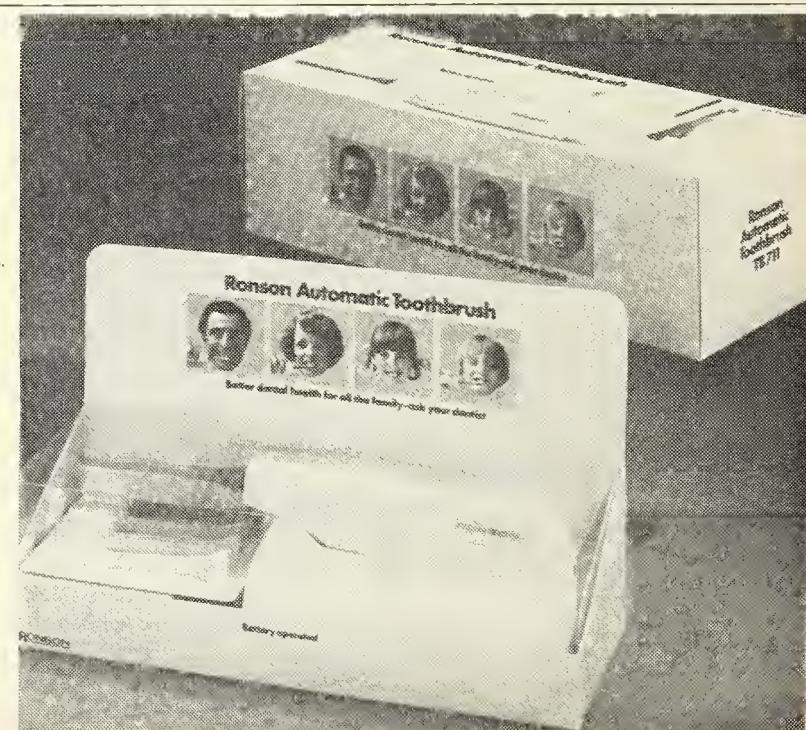
Moldavian entomologists have developed a method for the large scale propagation of the "aphislion", whose larvae feed on the eggs of aphids, the Colorado beetle, the spider mite and other pests, without polluting the soil with chemicals. This year the larvae will be used on two million acres of farms in Moldavia.

## Feed additives order

The Medicines Act has been extended to cover additives in animal feeds.

The Medicines (Feeding Stuffs Additives) Order 1975, HM Stationery Office, SI No 1349, £0.11) which came into force August 11, extends the application of the Act to include substances or articles, other than medicinal products, intended to be incorporated as additives in animal feeding stuffs for a medicinal purpose. This would provide that UK importation, sale, offer for sale, supply or export, or procuring or manufacture for the sale, supply or exportation, of an animal feeding stuff incorporating an additive is prohibited. Exceptions are where the additive has been incorporated in accordance with a product licence, an animal test certificate, or the prescription of a veterinary surgeon or practitioner.

A new "clinical" look has been given to packaging for the Ronson rechargeable (TB 717) and battery operated (TB 711) automatic toothbrushes by Ronson Products Ltd, Randalls Road, Leatherhead, Surrey. They now come in six-colour printed outer cartons with the products in self-display packs protected by clear pvc covers.



# People

Mr Gordon Pitt, production manager, Bush Boake Allen, Walthamstow, is retiring after 41 years, first with W. J. Bush & Co, then Potter & Moore Ltd and finally Bush Boake Allen. Mr Pitt is a past president of the Society of Cosmetic Chemists.

## Deaths

**Barr:** On August 5, Mollie Barr, aged 69, a biochemist and former head of the immunology department, Wellcome Foundation, Beckenham, Kent. She was a world authority on the production, testing and standardisation of antitoxins and antisera, and played an important part in the development of prophylactics for human use, particularly for diphtheria. She retired in June 1966 after 37 years service.

**Duff:** On August 17, Mr Thomas Gordon Duff, MPS, 29 Strathearn Terrace, Crieff, Perth. Mr Duff qualified in 1926.

**Baron:** On August 16, Mr William Barron, late of Morningside Road, Edinburgh 10, aged 84. Mr Barron qualified as a pharmacist in 1914.

**Pepper:** Recently, Mr Samuel Pepper, MPS NI, 15 Marine Road, Carnlough, Ballymena, co. Antrim. Mr Pepper qualified in 1939.

**Revson:** In New York on August 24, Mr Charles Revson, co-founder and president of the Revlon organisation, aged 68. The business was founded in 1932 by Charles with his brother Joseph and a chemist named Charles Lachman who produced a formula for an opaque nail varnish. They pooled their resources acknowledging Lachman by incorporating "L" of his name into the brand name.

# ICI introduce Corsodyl—a major advance in dental treatment.



## Gingivitis—a common problem.

Gingivitis is inflammation of the gums. An estimated 90% of people suffer from gingivitis at some time or another. This condition is often accompanied by bleeding, swollen gums and bad breath. It is caused by dental plaque (the sticky accumulation of decaying food material and bacteria).

Further information is available on request.



Pharmaceuticals Division  
Macclesfield  
Cheshire SK10 4TF



'Corsodyl' and 'Hibitane' are trade marks

PL/0029/0080

## 'Corsodyl'—a simple answer.

'Corsodyl' Dental Gel removes the basic cause of gingivitis—dental plaque. 'Corsodyl' Dental Gel contains 1% W/W chlorhexidine ('Hibitane') which has a proven record of success in inhibiting plaque formation.

## Heavy promotion to dental surgeons.

'Corsodyl' Dental Gel is the only product of its kind available to dental surgeons. It is available through chemists only, and a substantial demand can be expected. Advertisements will be appearing in dental journals at monthly intervals, and weekly mailings are being sent to dental surgeons.

# Corsodyl

DENTAL GEL

# Announcement

Beecham Research Laboratories wishes to draw attention to the following information relating to the presentation and marketing of ampicillin in black and red capsules. Counsel's opinion has been obtained and Beecham has been advised that:

“It owns the reputation and goodwill attached to ampicillin when got-up and sold in the black and red capsules which have become distinctive of Beecham's product, and has an exclusive right to the use of that get-up. Any reproduction of this get-up by any other company would constitute actionable passing off, on the authority of the recent judgement of the Court of Appeal in F. Hoffman-La Roche & Company A.G.vD.D.S.A. Pharmaceuticals Limited.”

Attention is also drawn to the fact that Beecham is the owner of a number of British patents relating to processes for making ampicillin and its salts including: 903,785; 940,489; 959,853; 980,777; 991,586; 1,060,034; 1,128,235.

**Beecham Research Laboratories**  
Great West Road, Brentford, Middlesex TW8 9BD

# New products and packs

## Over the counter medicinals

### For dry coughs

Ex-lax Ltd have introduced Coftral for dry and unproductive coughs (18 tablets, £0.39). Available from pharmacies only, each tablet contains dextromethorphan hydrobromide 5mg. The dose is two tablets for adults, one for children under 12 years, repeated every three to four hours, maximum five doses daily.

Complimentary starter packs are being distributed to 4,000 pharmacies selected at random. Advertising in the Press and magazines starts on September 6 and continues until March 1976. The product will be available from wholesalers or direct in a joint £10 Ex-lax, Carmil, Coftral parcel. A showcard and counter display unit of six packs are available (Ex-lax Ltd, Slough, Bucks).

### Medicated sweets

Sanitas Ltd have added Buttercups to their Buttercup cough range. Buttercups are medicated sweets packed in pocket-size, 85-g bags (£0.18) and come in attractive display outers. In two flavours—original, a syrup flavour, and honey and lemon.

The product will be receiving television advertising support in the Lancashire, Yorkshire, Tyne Tees, Midlands and Border areas throughout the winter (Eucryl Ltd, 7 Oakley Road, Southampton, Hants SO9 7AT).

### Babycare

#### Nursery toys

Tomme Tippee have introduced three new toys. Each nursery animal (£0.69)—elephant, "bunny" or tortoise—is made from brightly-coloured pvc and has an air-hole which makes a squeak. The animals are packed in individual polythene bags with a header card, are hand washable and have no removable parts (Jacquelle sales division of Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland).

### Cosmetics and toiletries

#### New from Orlane

Poudre Fine, Soft Eyelid Powder, is the latest eyeshadow range from Jean D'Albret-Orlane. A fine, loose powder, the product is described as being halfway between a powder and a cream. In six shades: bleu clair, turquoise, vert, vert bronze, blanc moiré and brun; the eyeshadow (£2.50) comes in transparent bottles showing the colour of the powder. The bottle has silver bands and brushed silver cap and is packed in blue and white cartons. It has its own applicator in the lid, and the bottle is cone-shaped. There is a demonstration unit for counters.

Also from Orlane, is a range of four integrated skin-care products, Ligne Integrale, for dry and sensitive skins. They



are, fluid cleansing cream (£4.00), a soft emulsion that is said to maintain the skin's pH balance and is for use at night. It comes in a white, pink and gold tube.

A cleansing lotion (£4.50), containing no alcohol, to be used night and morning and is presented in a glass 250ml bottle. There is also a night cream (£9.50) presented in a white glass jar, decorated in pink and gold; and a day cream (£5.60) also presented in a white glass jar in pink and gold. For sale, October.

Orlane have added an eau de toilette to their Casaque fragrance range. There are three sizes: 1-oz (£2.20); 2-oz (£4.30), and 4-oz (£6.30). Christmas "incentives" to consumers during October, November and December, are a ½-oz atomiser of eau de toilette in either Casaque or Ecusson fragrances free with purchases over £4.00. There are also three sizes of "carry boxes" in cardboard foil free with any purchase of the two fragrances, during these three months (Jean D'Albret Orlane Ltd, 125 High Holborn, London WC1V 6QX).

#### Sparkling nail polishes

Sparklers is the latest range of nail polish from Miners. In four shades, the polish (£0.30) contains two shades of glitter on a clear base. The shades are holly, a shiny green with red; bluebell, blue and green glitter; violet, mauve and blue glitter and rainbow sparkle. They also introduce a new range of colours in "snuff box type" tins for lips, cheeks and eyes. For the eyes they introduce a matte eye shadow in six shades—quartz, saxe, cork, ash, orchis and moss. There are two blushers—amber and rose; and four lip glossers—wild crimson, black cherry, brandy snap and cool clover. All the products sell at £0.25 each (Myram Picker Ltd, Hook Rise, Kingston By-Pass, Surbiton, Surrey).



#### Swedish Formula additions

For autumn, Max Factor introduce two new eye shadow products in the Swedish Formula range. They are Purified eye shadow compact (£0.80), a soft, light, compressed powder in seven colours, and Purified satin eye shadow (£0.70), a new, easy to apply cream formula in six shades.

The colour theme for the new shades in both products are purples, greens and greys. Purified eye shadow compact contains a rectangular palette of emollient-based powder eye shadow. The shadow should be applied and blended with the sponge tip applicator that is provided. The compacts are in translucent magenta with a hinged transparent lid with matching sponge tip applicator, and are boxed in Swedish Formula pink cartons. Purified satin eye shadow is a cream formula, quick drying, crease-resistant and may be applied and blended with fingertips or with a brush. It is presented in a transparent polythene tube with a white cap, and packed in a pink "window" carton so that the shade can be seen.

Quick 'n Thick is the latest mascara from Max Factor. It has a new type of applicator, say the makers; it is a spiral wand with very close cropped bristles which coat the lashes with mascara then curl, fluff and separate them. The wand is said to make corners and bottom lashes much easier to cope with.

Quick 'n Thick (£0.69) is waterproof, smudgeproof and quick drying. It is packaged in a slimline transparent container, screened in gold with a gold metalised cap. It comes in black, brownish-black and brown (Max Factor Ltd, 16 Old Bond Street, London W1).

# Prescription specialities

## VENTOLIN injection

**Manufacturer** Allen & Hanburys Ltd, Bethnal Green, London E2 6LA

**Description** Ampoules of 1ml containing salbutamol sulphate equivalent to 0.5mg (500mcg) salbutamol and 5ml ampoules containing salbutamol sulphate equivalent to 5mg (1mg per ml) salbutamol, both in colourless or faintly straw-coloured, sterile isotonic solution adjusted to pH 3.5 with sulphuric acid

**Indications** Severe bronchospasm associated with asthma or bronchitis; status asthmaticus

**Dosage** Subcutaneous and intramuscular route: Adults, 500mcg (8mcg/kg body weight), repeated every four hours as required. Intravenous route: Adults, 250mcg (4mcg/kg body weight) injected slowly. May be repeated if necessary. Infusion: In status asthmaticus, infusion rates of 3 to 20mcg per minute generally adequate. Recommended starting dose 5mcg per minute. Solution may be made by diluting 5ml (1mg per ml) in 500ml infusion solution. Maximum concentration for direct injection is 500mcg per ml

**Precautions** Care in thyrotoxicosis. Unnecessary administration during first trimester of pregnancy is undesirable. Inhibits uterine contractions in labour—effect can be counteracted with oxytocic drugs. May dilate some peripheral arterioles leading to small reduction in arterial pressure and possible compensatory increase in cardiac output. Increases in heart rate more likely in patients with normal rates. In pre-existing sinus tachycardia, rate tends to fall as patient's condition improves.

**Side effects** Slight pain or stinging may occur after injection. Enhancement of physiological tremor may occur

**Storage** Below 30°C, protected from light

**Dispensing diluent** Water for injections, sodium chloride injection, sodium chloride and dextrose injection or dextrose injection. It is inadvisable to administer in same syringe as any other medication. Contents of 5ml ampoule must not be injected undiluted but concentration must be reduced by at least 50 per cent

**Packs** 5 x 1ml clear, neutral glass ampoules (£1.50, trade), 100 x 1ml (£25), 10 x 5ml (£18)

**Supply restrictions** P1, S4B

**Issued** August 1975

## Higher strength Anafranil

Glaxo Pharmaceuticals, Hurdsfield Industrial Estate, Macclesfield, Cheshire SK10 2LY, have introduced a 50mg Anafranil capsule to facilitate the administration of higher dosage schedules, particularly to hospitalised patients with severe depression or obsessional/phobic illness, and to provide a suitable single bed-time dose. (100 £6.70 trade). The new strength is a two-tone blue/caramel coloured hard gelatin capsule size 4.

# Trade News

## Pack size change of Brovon

The "spiralling costs of packaging" has meant that Napp Laboratories Ltd, Hill Farm Avenue, Watford WD2 7RA, are now unable to supply the 60ml pack size of Brovon inhalant solution. From the beginning of September, orders for the 60ml bottle will be replaced by a new 50ml size (£1.30, trade).

## Marketing change

From September 1, Earex ear drops, swim plugs, dust and noise protectors, Sevnols embrocation, and Luma bath salts will be marketed by Earex Products Ltd. Distribution will be handled by Ernest Jackson & Co, Crediton, Devon.

## Consumer and trade competitions

A consumer competition entitled "Wonderful world of fashion" is featured in packs of Lil-lets 10's and 20's with special in-pack leaflets incorporating an entry form. All 20's packs are flashed with the competition, and point-of-sale material includes shelf bakers, shelf strips/leaflet holders.

The competition offers a first prize of 14 days for two in Paris, Rome and New York plus £1,000 spending money. There are runner-up prizes of weekends for two in Paris and £20 clothing vouchers, and the closing date is March 31, 1976.

The competition is designed to work for six months and each line attempted on the competition form must be sent with a 20's Lil-lets pack or two 10's packs to Lilia-White (Sales) Ltd, Charford Mills, Birmingham 8.

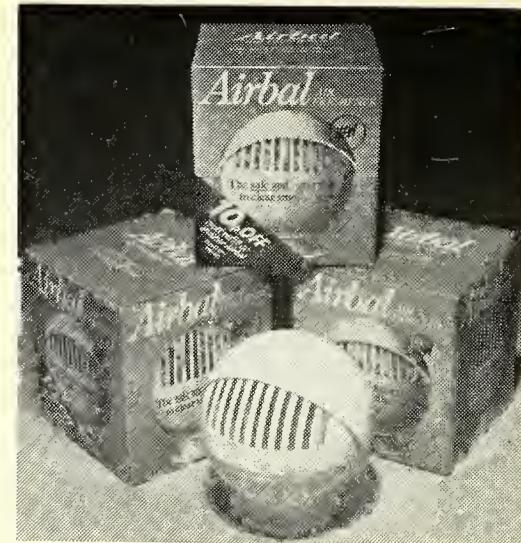
A trade competition will also be held with the theme "Suit yourself" which will run for eight weeks, with a closing date of October 18, 1975. Prizes will be 50 £50 suit vouchers and the competition involves selection of the right suit for the right profession and has a tie-breaker. Details from sales representatives.

## New shades from Miners

Miners have added new shades to their makeup range. In the Soft Eye Sticks range they have added black; and medium shade is included in their foundation ranges: Miners Glo makeup, Miners Bare makeup and Miners Stick makeup. The range is distributed by Myram Picker Ltd, Hook Rise, Kingston By-Pass, Surbiton, Surrey.

## Press advertising for Jovan

Jovan Ltd, 484 Honeypot Lane, Stanmore, Middlesex, are mounting a pre-Christmas Press advertising campaign for their products. Full-page colour advertisements are to appear in *Honey, 19, Over 21, Mayfair, Men Only, Cosmopolitan, She* and *Vogue* magazines.



## National launch for Airball

Following success in the midlands, Temana UK Ltd, Sealand, Chester CH1 6BA, consumer products division of Shell, are to launch Airball air freshener nationally.

Airball (£0.49) is a globed-shaped refillable air freshener that is adjustable to give variable control. It is said to last for eight weeks; refills cost 27p.

To launch the product the makers plan a £200,000 television advertising campaign in October, lasting five weeks; a further burst is planned for next year. The commercial will be shown in all regions except Midlands, Ulster and Scotland. Initial deliveries will be supplied with on-pack coupons worth 10p against purchase of another Airball or refill.

## Promotional support

A national television campaign featuring television and radio personality Gerald Harper, is being launched by Eylure Ltd, Grange Industrial Estate, Llanfrechfa Way, Cwmbran, Mon, for the Tabac Original aftershave range. The campaign begins mid-November and lasts until Christmas.

A Press advertising campaign is currently running for Tabac, featuring the Christmas coffrets. Advertisements will appear in the *Daily Mirror*, *Sun*, *Daily Mail* and *Daily Record*, and the campaign lasts until December.

An advertising campaign for French Almond is also currently under way, featuring advertisements in women's magazines, such as *Women's Own*, *Favourite Story*, *Honey*, *19*, *Cosmopolitan*, *Loving*, *Hi*, and newspapers such as the *Daily Mirror*, *Daily Record*, *Daily Mail* and the *Sun*. These feature the new French Almond packs plus the Christmas packs, and it lasts until December.

## First-ever television campaign

Bowater-Scott Ltd, have launched their first-ever national television campaign for Babettes disposable nappies and pants. The campaign will be seen in all areas except Ulster and Channel, and will use 30-second spots scheduled for afternoon viewing by young mothers. Some areas will screen over 100 "spots" during the campaign.

The commercial shows a young mother who has one young child and a small baby and has the theme: "twice the love . . . twice the care". Attention is focussed on a bottle of liquid which is poured over a Babettes' nappy while the voice-over comments: "A Babettes nappy can soak up more than a bottleful of liquid, and still

holds strong." The voice also highlights the Babettes "foam trimmed pants, neat and comfy" for all babies. It is estimated that the advertisement will be seen by 70 per cent of all women with young babies in the television regions.

#### Changeover completed

Kodak Ltd, PO box 66, Kodak House, Station Road, Hemel Hempstead, Herts HP1 1JU, say that from next month Kodacolor II will be supplied in roll film sizes 120, 620, 127 and 828. This will complete the changeover from Kodacolor X which started early last year for both 135 and 126 sizes, Kodacolor II being first introduced in 1972 in the 110 size. The company says that stocks of Kodacolor X roll film will be exhausted in the next week or so, and unless dealers specify the contrary, any orders they are unable to fill will be changed to Kodacolor II.

#### National advertising

From late-September to mid-November, Rentokil Ltd, products division, Felcourt, East Grinstead, Kirby, Sussex, are running an advertising campaign for Alphakil. Advertisements will appear every week in the *Daily Express*, *Daily Mail* and *Daily Telegraph*.

#### Plastic container

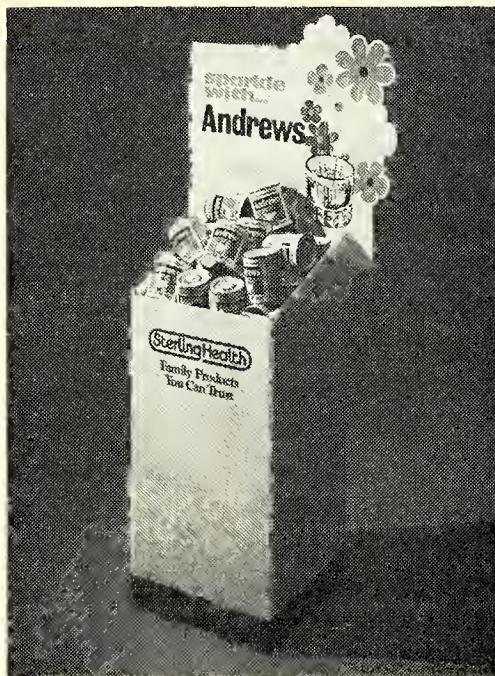
Imperial Chemical Industries, Alderley House, Alderley Park, Macclesfield, Cheshire SK10 4TR, are now producing the 500-ml size Savlon antiseptic liquid in plastic containers. These will be supplied in boxes of 12, and the new price is £0.45.

#### Formulation change

Berk Pharmaceuticals Ltd, Station Road, Shalford, Guildford, Surrey, say that the HPMC (thickener) content of Asilone gel is being reduced from 75mg/5ml to 18.75 mg/5ml. The active constituents remain unchanged.

#### Satura range

Additional to the Dorothy Gray Satura range, are the Direct Moisture Treatments, introduced recently. The range consists of four cleansers: salon cold cream (60g tube £1.10, 125cc jar £1.85), cleansing lotion (£1.55), rinse away cleansing cream (60cc £0.85, 125cc £1.55), Two Minute Magic (£1.75); two toners: freshener (£1.50), sensitive skin freshener (£1.55); two moisturisers: moisture cream (30cc £0.85, 60cc £1.40, 125cc £2.05), moisture lotion (60cc £1.15, 125cc £2.25); two conditioners: extra rich night cream



A new free standing display dumpbin for Andrews liver salt has been produced by Sterling Health Products, St Marks Hill, Surbiton, Surrey. The headboard, which is in six colours, comes with the slogan "Sparkle with Andrews" and is designed to stress the "refreshing drink" properties of the product. The bin itself is printed in blue and carries the Sterling Health logo and the corporate identity theme "family medicines you can trust"

(30cc £1.25, 60cc £2.05, 125cc £3.20), sensitive skin cream (30cc £1.30, 60cc £2.05, 125cc £3.20); an eye beauty cream (£1.25) and a facial mask (£1.25).

#### Ribena satchel offer

A new consumer promotion for Ribena, featuring an offer of a leather satchel at £2-off the normal selling price, is being introduced by Beecham Foods, Beecham House, Great West Road, Brentford, Middlesex. The satchel normally retails for over £6 and is offered for £3.70 including postage, together with two foil bottle tops from Ribena. The promotion, which is to be carried on-label with both Ribena product sizes, is to be available throughout the "back to school" period, and is supported by a range of display material.

#### Proteinail autumn offer

Beginning this autumn, consumers will be able to purchase two tubes of Proteinail for the price of one—59p. Both tubes are packed in a carton featuring the offer, and are available in trade packs of 12.

To coincide with the offer, J.N. Toiletries division, Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland, are promoting Proteinail in leading weekly and monthly women's magazines during September-December. They include *Woman*, *Woman's Realm*, *Woman & Home*, *Readers Digest*, *She* and *Cosmopolitan*.

#### Large-size TopCat

The range of TopCat cat food has been extended to include a large size (£0.17). Deliveries of the new can in the fish and meat, salmon, and rabbit varieties will begin this month and a trade bonus will be available on all orders for the brand.

An on-pack money-off promotion is

currently being run by Spillers Ltd, Old Change House, Cannon Street, London EC4M 6XB, on Spillers cat litter. Flashes show 3p-off the cartons and 6p-off the recommended price of the bags.

#### Sponges on television

This autumn, Frina synthetic foam sponges will be featured in a television advertising campaign by Meyer & Meyer Group 110 Weston Street, London SE1 3QB. They will also run a "flashed" offer entitling customers to £1-off colour film processing.

#### Unichem member's offer

From September 4-20 Unichem Ltd, Crown House, Morden, Surrey, are offering members the following discounts: Colgate dental cream, 27½ per cent discount; Radox, 25 per cent; Badesas, 15 per cent; Philips flashbulbs, 22½ per cent; Silvikrin hairspray, 25 per cent; Johnson's baby shampoo, 15 per cent; Kotex Simplicity, 12½ per cent; Kemval nappy liners, 15 per cent.

## Bonus offers

Southon-Horton Laboratories Ltd, Hervert House, Slade Green, Erith, Kent DA8 2JA. Esoabactulin capsules. 5 per cent discount on orders over £5.00 in value (carriage paid if valued over £20.00, excluding VAT). 7½ per cent discount on orders of £100 or over (until September 30).

LR Industries Ltd, North Circular Road, London E4 8QA. Marigold Threesome baby pants. 13 outers as 12 (until September 30); corrected note.

Agfa-Gevaert Ltd, Great West Road, Brentford, Middlesex, are offering Agfa-chrome Super 8 movie film at a special rate of 10 per cent below normal basic price until September 5. There is a minimum quantity order of 10 films. The company say that this year is a record year for sales of the film, and a record number have been processed at their laboratory. They are offering the special rate to "fill the gaps" on dealers' shelves.

## on TV next week

Ln—London; M—Midland; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; CI—Channel Islands

**Divi-Dent: CI**

**Elnett Satin hairspray: All areas**

**Hermesetas: M, Y, Sc, NE**

**Immac: All except E**

**Lady Grecian 2000: All except U**

**Mum: All areas**

**Radox: All except U, E**

**Restoria: Ln, M, So, A, U**

**Ultra Lash: All except U**



# UniChem's GREAT



**COLGATE**  
Dental Cream **27½% OFF**

**RADOX**  
**\* 25% OFF**

**PHILIPS**  
Flashbulbs **22½% OFF**

**BADEDAS**  
**\* 15% OFF**

**\*** The above discounts

**JOIN THE UniChem RANKS TODAY**

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For further information  
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**PLUS**  
A FURTHER DISC  
Off these prices the  
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**A BARRAG**

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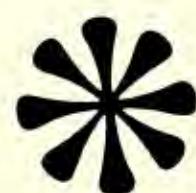
**4th**

# OUNTER ATTACK!

JOHNSON'S

15% OFF

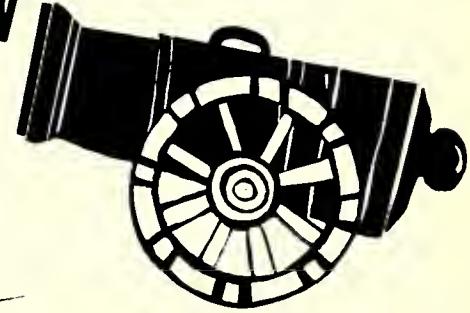
Baby Shampoo



SILVIKRIN

25% OFF

Hairspray



KEMVAL

15% OFF

Nappy Liners



12½% OFF

KOTEX

Simplicity



ormal trade prices

OF BARGAINS

OFFER  
MEMBERS  
ept.

AT LEAST 5%  
UniChem's unique  
Scheme

TO: JOHN L. SPELLER, GENERAL SALES MANAGER,  
UniChem Ltd., Crown House, Morden, Surrey.  
Telephone: 01-540 3831

*I would like to share UniChem's profits.  
Please send further information.*

NAME .....

ADDRESS .....

.....

# Bristling with competition—the £30m+ shaving market

Every morning 19 million men in the UK begin their day by shaving and everyday about eight leading manufacturers compete to ensure that it is their products that these men choose to give them a close and comfortable shave resulting in the required smooth complexion. Competition is keen, but because of the small number of manufacturers involved, the chemist is more easily able to cover all the options open to the consumer.

The shaving market, traditionally regarded as static, is divided into two "unequal halves"; wet shaving, estimated to be about 70 per cent of the market, and dry shaving. The division between the two has remained constant until recently, when there has been a small trend towards electric shavers. However, as 99 per cent of men over the age of 15 shave there is little opportunity to increase the market in total unit terms. Any trend towards one section of the market will always be at the expense of another.

### Strong competition

But the chemist does have strong retail competition—namely from grocery outlets—particularly in the sale of razor blades. Gillette estimate that blade sales are roughly divided into 26 per cent grocers, 22 per cent Boots, and 17 per cent chemists, with 18 per cent going through other outlets. *Retail Business* last year pointed to a trend away from the grocer as a retail outlet for razor blades but there is obvious scope here for chemists to increase their turnover for products that were traditionally sold by them.

Shaving has long been regarded as a "traditional" area of the toiletries market. Men have been shaving, without too many refinements, for an estimated 4000 years. The first breakthrough was made when King C. Gillette, founder of the Gillette Co, invented the safety razor in 1895. These first razors used the short-life carbon blades. Things remained the same in wet shaving until the early 1960s when stainless steel blades were introduced followed by the development of polymer coatings which made blades longer lasting and more comfortable to use. The latest development has been the introduction of shaving systems in the mid-60s and the development of electric shavers.

The total number of wet shavers in the UK is around 13½m (roughly £18m blades, £3m razors at RSP). Gillette estimated that the blade market comprises 350m units per annum, of which they claim to have a 50 per cent sterling share. The razor market consists of 5m units annually with Gillette claiming a 65 per cent sterling share. The growth area lies in the trend towards systems shaving, a field Gillette consider themselves to have pioneered: "New systems have really started to

capture the imagination of the British wet shaver and more and more are switching to this new technology," say Gillette.

Systems are said to account for approximately 75 per cent of all current wet razor sales. The three brand leaders are GII with 50 per cent of the market, Wilkinson Bonded with 25 per cent, and Techmatic with 20 per cent. The system's appeal is the younger age group. Many people who began shaving with an electric shaver in their early teens because they found an electric razor more comfortable will switch to something like the GII, say Gillette, because systems are more comfortable to use than double edge blades and offer a closer shave.

There are still millions of double edge razors being used however—roughly two-thirds of the market—mainly by older men who have had their razor for a number of years and have not tried a modern system. Gillette again claim brand leadership for double edge razors with 35 per cent for Slimtwist and a 25 per cent share for their three-piece razor.

By results taken from "test shavers" Gillette estimate that 90 per cent of wet shavers do not shave correctly. Gillette's research centre at Reading found that lack of shaving technique resulted in a shortening of the average life of razor blades and, at the same time, men were not getting as clean a shave as was possible.

This research led to the introduction of the Techmatic in 1966, a shaving system which involves a continuous band of steel pre-set in a cartridge and offering five shaving edges. Research on the Techmatic led to the discovery that no matter how sharp the cutting edge of a razor blade, a minute amount of stubble would be drawn out of the skin by the cutting surface, which would sink in again as soon as the hair was cut. The GII, launched in 1972, offers the advantage of two blades, one following closely after the other, set in a cartridge. Gillette say that 4 million GIIs have been sold since 1972 and that 70 per cent of all men who have tried the GII have continued to use it, therefore the product has a high level of acceptance.

To encourage men to change to systems shaving, Gillette launched the low-cost blister packs promotion in January—with GII selling at 39p and Techmatic 49p—and have supported both brands with Press and television advertising. £85,000 was spent on television advertising for the GII with a commercial depicting "just how much more pleasant shaving is with GII". £70,000 was spent on Press advertising for the Techmatic—estimated to have reached 91 per cent of the under 35 age group, the prime target group.

Wilkinson Sword claim half the total shaving market when combining double

edge and Bonded blades. Although they too recognise the trend towards systems shaving they promote both products—they point out that theirs are the only double edge blades to have received television advertising in the past two years.

Television advertising is the prime consumer promotional activity for both double edge and Bonded brands; the current campaign is planned to extend into 1976. The commercial puts over first the "image" of the company as makers of the finest blades. However, underlying the fact that the demand for systems shaving is from the younger user, Wilkinson Sword used Radio Luxembourg when advertising their Bonded razor this year.

Two manufacturers who hold a small percentage of the market are Richard Hudnut (Schick) and Personna International Ltd. Schick's position in the shaving market is a 5 per cent blades and 8 per cent razor share. Although small as yet, Schick's sales of razors and blades in the UK have more than trebled in the past 3 years. They attribute their success to their advertising and promotional activity. This year they launched a "free" razor promotion in April, which they have followed with a free blades promotion—one blade is offered free in a 5-blade Injector, 2 blades in a 10-blade Injector. Richard Hudnut point out that, unlike their competitors, Schick is not sold through grocery outlets. They rely on a growing franchise through chemists.

### Below-line promotion

Personna International Ltd, part of the Philip Morris cigarette and industrial group, concentrate on "below the line" promotion. They will be running a special-price promotion towards September. Personna, although having a small share of the razor blade market under their own brand name, do produce many of the "own brand" razor blades sold mainly through grocery outlets. Taking this into account, they claim a 12-15 per cent share of the total single edge market. Their range also has double edge and injector blades in platinum and stainless steel.

Although shaving may be regarded as a man's domain, 80 per cent of razors sold in the UK are bought by women, say Gillette, and not surprisingly, 40 per cent of all razors are bought in the two-week pre-Christmas period. The 1975 IPC Cosmetics and Toiletries survey indicates that when asked, 66 per cent of women buying complete razor sets bought Gillette; 23 per cent bought Wilkinson Sword, and 3 per cent bought Schick. The survey does not break down its figures into brands, but shows that 61 per cent bought through chemists outlets—35 per cent through Boots, 26 per cent through independents.

## Electric shavers

The proportion of men using an electric razor is lower in the UK than for most industrialised nations. For many years the market has been static and shares of the three leading brands—Philips, Remington and Ronson—have remained fairly steady. One problem facing the makers is that until recently the public have been more aware of the brands of shavers rather than the different shaving systems available to them, that is, rotary, foil or the comb type. This has an obvious drawback—men dissatisfied with a model returned to wet shaving rather than try a different system (cost would play an important part here) where they usually remained. However, the gap between wet/dry shaving, once 4/1, has decreased.

The first signs of real growth were as recent as 1973/4 when the total market size increased from roughly one million units to 1½ million units. Electric shaver manufacturers were optimistic that the trend would continue, but the increase in the rate of VAT will obviously affect sales in 1975.

Philips give the following figures for the past years. In 1972, 1·12m units were sold in the UK averaging at £7·50 per unit. 1973 saw an increase to 1·24m units each with an average price of £8·00, and 1974 saw a rise to 1·46m units at £8·50 per unit. This year, however, the average price of an electric razor has leaped to £9·30 and Philips estimate that the market will level out at around 1·35m.

Philips in turn claim that their share of the market has risen from 48 per cent in 1972, to 50 per cent in 1973 and claim 51 per cent of the market for last year. Their range features the rotary cutting system including cordless and rechargeable models. In 1972 they introduced the XTR7 foil head shaver. This has a shaving head fitted at a 30 degree angle to make shaving below the nose and chin easier. A trimmer for the moustache is also incorporated.

The introduction of the Braun range of shavers this year is significant because of the weight and content of their consumer advertising. This concentrates on the foil system of shaving—a system also offered by Ronson, Philips and Remington. A spokesman for Ronson takes the view that any major swing towards foil shaving in the UK will be of benefit to the electric shaver market as a whole. Independent tests taken in Germany, New Zealand, France and Belgium, say Ronson, have given the highest ratings to foil-type shavers: "Any man taking up electric shaving for the first time is more likely to stay faithful to dry shaving if his first shaver is of the foil variety."

According to figures given to Braun by the Association of Manufacturers of Domestic Appliances, sales of their range have put them in a second brand leader place. They are said to have captured over 23 per cent of the total market. Braun look to the pre-Christmas period as being the test for the electric shaver market. They are backing their range with heavy television and consumer Press advertising and display material.

Sales of Ronson shavers are benefitting from the movement towards foil-type shaving. Their present razor, although it hasn't changed in appearance since the



first introduction 20 years ago, shows considerable technical improvements, they say. At one time Ronson foils were produced by electro-deposition of nickel but now they are made from chrome steel.

Ronson produce their whole range in the UK with the factory at Cramlington, Tyne & Wear making foils for all Ronson shavers sold throughout the world. Besides this trend towards foil head shavers, the demand for rechargeable shavers is also evident and Ronson claim to have taken the leading position in this sector.

Sperry Remington, who claim to be the world leader in the manufacture and sale of electric shavers, claim that their growth over the past few years has been "ahead of the electric shaver market". For example, they say in 1972 when the unit sales growth of the market was 22 per cent, they increased their sales by 39 per cent; in 1973 when the market increase was 33 per cent, they showed almost a 50 per cent increase, and the UK became Remington's largest shaver market outside the USA. 1974 is claimed to be the UK company's second best ever year, and Remington's increased share was based largely on the volume of sales of the Selectro slot-head shavers.

Sperry Remington are optimistic that despite economic conditions, the increase in sales will continue to prevail. And to back this claim they have launched three new shavers this year—two models of the Remington Radial, and a new battery model, the GT3.

The Remington Radial was introduced, say Remington, as a result of a change in men's attitudes towards personal care and grooming. Many men, they claim, no longer want just a clean-shaven face no matter how easily and comfortably it is achieved. With the Radial a man may style and groom facial hair—sideboards, moustache and beard—and supporting advertising emphasises this point: "It's not what you take off but what you leave on that counts". The two models are the standard Radial and the "world-wide" re-

chargeable that may be recharged from all voltages between 105-240v.

The pan-European launch of the GT3 underlines the grooming aspect plus emphasises that a reliable battery shaver in a rucksack, pocket, glove compartment of the car is a "passport to good grooming".

Thus the shaver market, although static in total unit terms, is showing an increasing amount of activity. In the wet shaving section there is a definite trend towards shaving systems, supported by heavy consumer advertising—particularly by the two major manufacturers, Gillette and Wilkinson Sword. To encourage this trend, Gillette, Wilkinson Sword and Schick are prepared to run "cut price" razor promotions. Prominent display of these offers plus advantageous sites for the blister-packed razor blades, can only stimulate and draw sales towards the chemist.

In the dry shaving section, the most significant event has been the introduction of the foil-head range of razors by Braun Electric (UK) Ltd, and the weight of consumer advertising this has brought with it. Although hit by the increase in VAT, most manufacturers are confident that the market will show its usual pre-Christmas "boost" in sales.

### Manufacturers:

Braun Electric (UK) Ltd, Mill Mead,

Staines, Middlesex

Gillette Industries Ltd,  
Great West Road,

Isleworth, Middlesex

Richard Hudnut Ltd,  
Eastleigh, Hants

Philips Electrical Ltd,  
Century House, Shaftesbury Avenue,

London WC2H 8AS

Ronson Products Ltd, Randalls Road,  
Leatherhead, Surrey

Sperry Remington Consumer Products,  
Apex Tower, Malden Road,

New Malden, Surrey

Wilkinson Sword Ltd, Sword House,

High Wycombe, Bucks HP13 6EJ.

# Centenary of a chemist who turned successful soap-maker

by M. Schofield, MA, BSc, FRIC

When 100 years ago a large soap factory was built at Bank Hall, Liverpool, it represented the climax to a remarkable career of the former chemist, Robert Spear Hudson. The British soap industry was founded by a group of entrepreneurs rivalling such well-known alkali-makers as James Muspratt, James Gamble and William Gossage, that other chemist who in 1875 made a fortune from his mottled soap incorporating sodium silicate. Although the Midlands near to Birmingham was the scene for James Keir's pioneering our first full-scale alkali and soap industry, a second success came a century later when Robert Hudson established a business in which he sought to "ease the drudgery of the housewife" and fight the grime of the Black Country."

The way in which Hudson began as chemist's apprentice at Bilston, then opened his chemist's shop in West Bromwich High Street, proved a highlight in Midland industry. He might well have remained a druggist had it not been for his efforts to find relief for his wife's rheumatism in her hands. There came Hudson's first experimenting with bar soap beaten to a powder in a large mortar and pestle, an effort to improve soaps then sold which led to Hudson's preparing the first soap powder for the market. He produced his powdered soap in a back room of his shop, selling it in small bags. Since Hudson also introduced a liquid

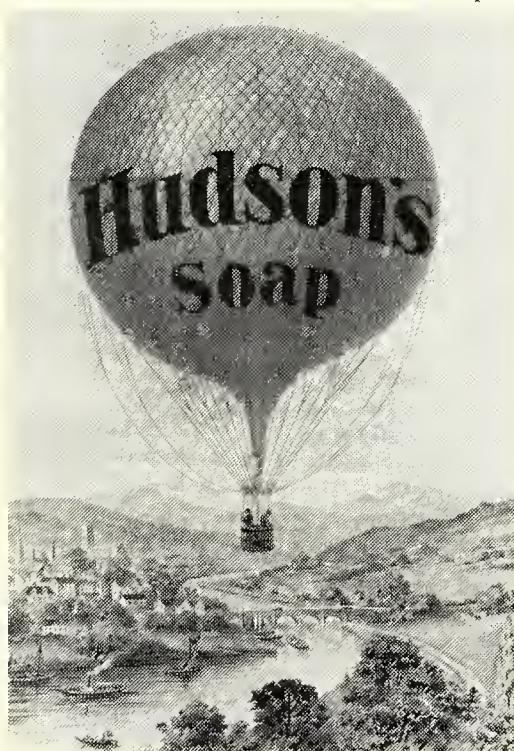
"extract of soap" he anticipated washing liquids so well-known today. His versatility was further shown when he formulated a new baking powder, the recipe of which he presented to his brother-in-law, thus enabling that relative to escape from the boredom of running the Heath Academy for the Sons of Gentlemen.

#### Versatile

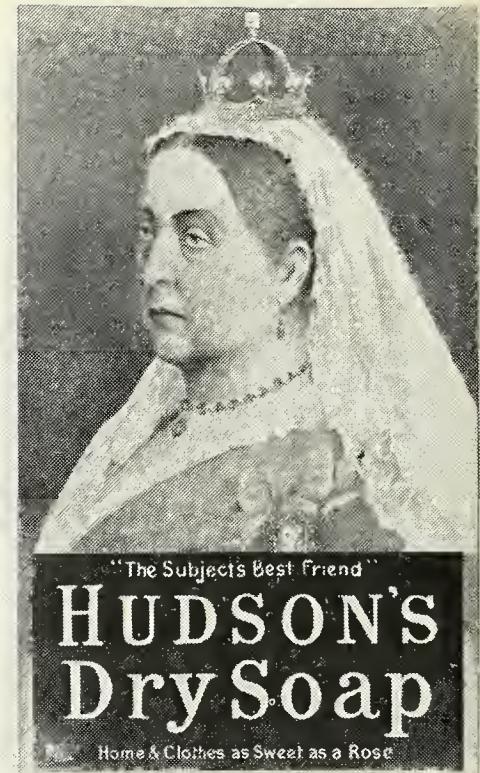
In his versatile business Robert Hudson was a genius of the kind defined by Edison: "one per cent inspiration, 99 per cent perspiration". Unilever history includes no more absorbing chapter than the rise of this soap maker. Hudson had to find a larger workroom in a large shed behind his West Bromwich shop, premises in which he employed ten girls recruited from the Sunday school at Messenger Lane where his father was pastor. It reads like fiction to follow Hudson's expansion in his soap business, with one move in which he became father of increased productivity. This came when Hudson noted his girl employees packing his soap powder while singing a doleful hymn. He coaxed them into singing a more lively tune—with increased output as the records proved. In British medical journals an occupational disease named "soap-wrap-pers' jig" was reported with no reference Hudson's anticipation of a "Music While You Work" theme. Today some West Bromwich residents still remember Hudson's Passage as the site of that first Hudson's soap factory.

In 1875 when vast quantities of imported vegetable oils were called for in soap manufacture, there came a move to establish factories near to ports. This migration included the move by Robert Hudson to Bank Hall, Liverpool, where much larger premises were occupied. With first-rate transport by sea, canal and rail, the business of Hudson expanded considerably, with Hudson becoming noted for colourful posters advertising a product with an international reputation. Ninety years ago Robert Hudson, grand old soap-maker as he became acclaimed, died "in full age, like a shock of corn cometh in its season" as the obituarist wrote. No former druggist had a more successful promotion than this West Bromwich chemist and druggist turned entrepreneur.

That success must have been due in no small measure to normal advertising introduced by the founder and carried on by his son, Mr R. W. Hudson. Two of the publicity "stunts" were referred to in the 1936 annual special issue of *Chemist and Druggist* (June 27, p740). The first was the introduction in 1881 of a twice-weekly stage coach service between Liverpool and York. Although the advertising was restricted to the word "Hudson's" on the



This week British Airways gave a number of free flights in Concorde. At the turn of the century there were free flights in the Hudson's balloon shown above



Soap advertisers of today must sigh for the themes available in the past but now denied them

doors, thousands are reported to have turned out to see the coaches on the route which had been carefully chosen to pass through heavily populated areas. At that time railways had displaced the stage coaches, hence the novelty.

The other promotion mentioned took place later. The firm bought four balloons—which would, wind and weather permitting, make flights over the happy homes of Great Britain ("the happiest being those using Hudson's soap"). Complimentary tickets were issued but to whom is not specified.

#### Drug Tariff amendments

The latest quarterly list of amendments to the Drug Tariff includes the recently revised urgent fees, effective June 1, and revision of all oxygen fees, from July 1, together with the higher fee for dispensing six months or more supplies of oral contraceptives against one prescription form.

From June 1, 5mg Dulcolax tablets have been deleted from the Part IV list of proprietary preparations with a commonly used pack size, whereas 500mg Midicel tablets has been added to the same list from July 1. Gall and opium ointment has been deleted from the Part VA list of standard drugs and preparations with basic prices, and other deletions from this list, from June 1, are 150mg ergot tablets, 100mg quinalbarbitone tablets, 10mg vitamin B tablets, and gelsemium tincture. From June 1, 10mg vitamin B tablets are transferred from Part VA to the Part VD list of preparations available only as proprietary products.

Stretched cotton and elastic net bandage, 12.5cm x 7m, has been deleted from the Part VI list of appliances from July 1, and from September 1, there will be a revised entry for pessaries. A revised specification 24 for two way stretch elastic hosiery operates from July 1.



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# Povidone iodine: the tamed iodine

by D. G. Higgins, FPS, FISTC, MDIA, head of medical communications, Imperial Chemical Industries Ltd pharmaceuticals division

It may be somewhat odd to open an article in 1975 with references to a date over a century earlier. Yet iodine was first included in the British Pharmacopoeia in 1885 and in the United States Pharmacopoeia even earlier (1860). Early references to the use of iodine on wounds date from Davies<sup>1</sup> (1839) and Boinet<sup>2</sup> (1865). Thus even in the mid 19th century iodine was recognised as a powerful germicide. Over the years iodine has been credited in a multiplicity of reports (reviewed by Siggia<sup>3</sup>) with a wide range of antimicrobial activity. The spectrum of susceptible organisms includes bacteria, viruses, protozoa, fungi and yeasts.

A much greater usage of iodine has, however, been precluded by the many shortcomings of elemental iodine. From the viewpoint of the pharmacist these disadvantages have included solubility problems which necessitate using a solvent such as ethanol or solubilisation with potassium iodide. In addition, the reactivity of the element, usually acting as an oxidising agent, presents further problems. Added to these pharmaceutical aspects are the patient considerations, especially tissue irritancy. You then have a substance of apparently great potential value but with a somewhat limited practical application.

### Manageable form

At least this was the case before the reactivity of iodine with polyvinyl-pyrollidone (PVP) yielded the manageable tamed iodine we now know as povidone iodine. Around the middle of this century PVP was being studied for its effects on inorganic toxic materials. These included iodine (as Lugols solution) and it was found (Shelanski & Shelanski<sup>4</sup>) that the iodine formed a somewhat unusual complex with PVP. In this complex molecule of povidone iodine some 30 per cent of the iodine exists as organic iodide while the remaining 70 per cent appears to behave as it exists in the elemental state, and yet without the unwanted properties of iodine.

The chemistry has been described by Siggia<sup>3</sup> and the complex may be referred to as an iodophor. It has been suggested that the free iodine exists in solution in the organic iodide of the molecule. In some respects povidone (PVP) resembles the plasma proteins in its capacity to bind and carry water and other substances. The presence of the amido (-CO-N-) group in the povidone molecule has been credited with these binding properties.

It may be recalled that the Germans in the Second World War made extensive use of a physiological saline/povidone solution as a plasma extender in the treatment of shock. Wesse and Hecht<sup>5</sup> showed that this preparation of povidone could

assume some of the carrier functions of plasma proteins. Duitman<sup>6</sup> described the application of povidone to the retarding or potentiating of a number of parenterally administered drugs.

Povidone iodine exhibits the antimicrobial properties of iodine but there is practically no vapour pressure of iodine and with this a negligible iodine odour. The complex is also non-staining in so far as the colour imparted to fabrics can be washed out quite easily. It can also be washed off the skin. The relative freedom from sensitising potential was demonstrated by Bogash<sup>7</sup> who encountered only two instances of hypersensitivity in a series of 5,900 surgical patients. He also found no iodism or evidence of systemic toxicity over a three-year period, facts corroborated by the more recent UK experience of Gilmore and Martin<sup>8</sup> and Gilmore and Sanderson<sup>9</sup> in extensive surgical use of Disadine DP, the novel dry powder aerosol formulation of povidone iodine.

### Plastic surgery

The great majority of clinical experience with povidone iodine has been with liquid formulations but these have given abundant testimony to the efficacy of this form of iodine in clinical use. The first comprehensive review was that of Shelanski and Shelanski<sup>4</sup>. In the treatment of burns and traumatic loss of skin<sup>10</sup> povidone iodine was found to control infection and protect epithelial growth. The authors were so impressed that they subsequently used the product routinely for every plastic surgery procedure.

Thorne and Fox<sup>11</sup> treated leg ulcers in 30 patients and achieved complete healing within four weeks to six months in 18 patients. Only seven patients with a chronic history were classed as "no response" and a further four were considered failures. These authors believed that in addition to its antiseptic properties, povidone iodine stimulated tissue proliferation and facilitated healing. In an extensive surgical evaluation Connell and Rousselot<sup>12</sup> studied hand disinfection and the treatment of infected surgical wounds and burns. They observed no untoward effects on skin or open wounds and found povidone iodine had a rapid non-selective action on pathogenic bacteria and fungi.

Similarly, Close *et al.*<sup>13</sup> used a surgical scrub based on povidone iodine as a "prepping" agent for the patient and for the hands of the surgical team. In this study on 1,103 patients the incidence of wound infection was only 1.9 per cent. They found pre-operative skin sterility in 97.1 per cent of those treated with the povidone iodine in contrast with only 21 per cent of those on which a hexa-

chlorophene soap had been employed. It was concluded that a povidone iodine scrub could be used safely and continuously by surgeons. They also observed no staining of the skin.

Saggars and Stewart<sup>14</sup> assessing the antibacterial activity of povidone iodine, found that it rapidly killed fungi as well as vegetative bacteria and trichomonas. Spores of fungi were killed within one hour and those of bacteria in 17 hours. This study considered that the non-staining water soluble povidone iodine was a more effective skin steriliser than other agents.

Forty of 50 nurses and technicians showed no demonstrable bacteria on the skin after a povidone iodine scrub.<sup>15</sup> The other 10 subjects had a reduction of 95-98 per cent in their skin population of bacteria. Comparative tests, which included liquid soap, 70 per cent ethanol and a preparation of hexachlorophene, showed povidone iodine to be superior and to produce no irritation and no side-effects, including absence of skin dryness. Only one of 40 patients on whom povidone iodine "skin-prepping" was employed yielded a bacterial count (of three) and none showed a count post-operatively. When the compound was employed in skin preparations for orthopaedic surgery in 125 consecutive operations, Rabinowitz<sup>16</sup> recorded no intolerance as evidenced by skin irritation, injury or sensitisation and only one minor wound infection occurred.

Garnes *et al.*<sup>17</sup> evaluated a liquid aerosol formulation of povidone iodine and found it non-irritating to large wound areas in children. The film-forming properties provided "open wound" therapy and an aseptic covering. Stasis and decubitus ulcers were rendered less odorous, chronic infections cleared and healing progressed. There is thus ample clinical evidence for the further exploitation of the valuable attributes of povidone iodine.

### Alternative to antibiotics

A wide variety of measures have hitherto been employed to control post-operative infection of surgical wounds but increasing concern is attached to the use of antibiotics for these prophylactic purposes. For example, Lowbury and Aycliffe<sup>18</sup> expressed the view that unless restraint is exercised in the use of antibiotics then within four decades we may well be recording antibiotic therapy as a short episode in the long art of medicine. A desire to conserve antibiotics is linked with the recognised danger of inducing bacterial strains which are resistant to antibiotics.<sup>19,20</sup> It has also been suggested that perhaps most, if not all, independently active antibiotics may well have been discovered.<sup>18</sup>

Gilmore when presenting the 1975 Moynihan prize-winning paper<sup>9</sup> suggested that the best attainable standards of asepsis should be complemented by an applied antibacterial. Such bactericides must fulfil demanding criteria, including spectrum of activity, tissue tolerance and absence of acquired bacterial resistance. In addition the bactericide ought to be presented in a formulation appropriate to surgical use. The dry powder aerosol formulation of povidone iodine was chosen because previous experience<sup>21</sup> had demonstrated its efficacy in prevent-

ing wound infection after appendicectomy. Gilmore and Sanderson<sup>9</sup> found no evidence that organisms could be induced to develop resistance to povidone iodine.

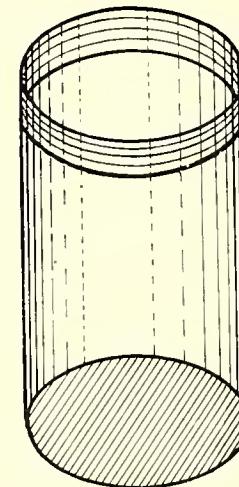
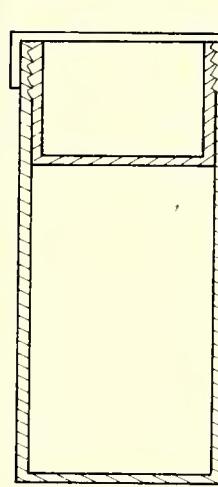
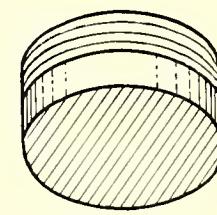
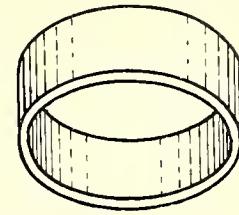
This valuable addition to the tools of the hospital surgeon has now been made available (Dispex) as the first such product for domestic first-aid use. Presented as a convenient first-aid treatment for everyday use in the home, factory or on family outings and holidays, Dispex introduces a novel addition to the family first-aid kit.

As Gilmore and Sanderson<sup>9</sup> express it: "In order that the antibiotic era may be prolonged, it would seem rational to use chemical antiseptics where they are effective, well tolerated and display a wide bactericidal activity. Antibiotics may thus be reserved for the treatment of systemic infections."

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At right, exploded perspective view of container with inner tube for daily dose in centre and reservoir at foot. Below, longitudinal section of assembled container



my experience is like that of "Disillusioned"; I feel that the pyramid hierarchy is just adding to the NHS inertia.

I recall the warnings of Mr A. Howells about these new appointments during the early discussions on the new legislation. Has he and other National Pharmaceutical Union Executive members changed their views? I look forward to a lively debate at Norwich during the Wednesday session on the "future of NHS pharmaceutical officers", when we should get down to the "nitty gritties" and not merely allow the new holders of the exalted posts to do a wall-papering job.

The hospital services may be the "big spenders" but it's the general practice pharmacist and the "principals and staffs" who have much of the burden of day to day patient care. It is they who will fill in the gaps left by the medical profession, they who have to act as the "long stop" in matters medicinal whether on script or OTC.

Conference-ite

supply pharmacists with conventional containers.

From the illustrations it will be seen that the container comprises a main hollow cylindrical container with a closure cap. The container is provided with a series of screw threads on the interior surface. The second and smaller hollow cylindrical container has a series of screw threads on its exterior surface. When closed the main container houses the second smaller container and locates and holds the smaller one in position.

Both containers are preferably made from transparent Perspex material, and the closure cap in slightly flexible opaque plastic material.

The specification above may be modified or varied without departing from the scope of the invention.

Paul E. Rowan

Reduit, The Hill  
Monkstown, co Dublin

#### Books received

**A guide to Molecular Pharmacology — Toxicology Parts I and II**  
Edited by R. M. Featherstone. Marcel Dekker Inc (270 Madison Avenue, New York, USA). 9 $\frac{1}{2}$  x 6 $\frac{1}{4}$  in. Pp 811. \$29.50 and \$27.75.

#### Principles and Method of Pharmacy Management

Harry A. Smith, PhD, Professor of Pharmacy Administration, College of Pharmacy, University of Kentucky, Lexington, Kentucky, USA. Henry Kimpton, 205 Great Portland Street, London W1 (distributors in Great Britain). 9 $\frac{1}{2}$  x 6 $\frac{1}{4}$  in. Pp 329+index. £8.10.

## Letters

### Boots and other chemists'

A copy of a letter I sent to the chairman of the Independent Broadcasting Authority recently is enclosed concerning an advertisement for Slender. In my opinion the Boots organisation should act quickly to get it altered.

Raymond Hutchinson  
Harrow Weald

Mr Hutchinson's letter stated:

"Great play is made that all your adverts are vetted with a fine-tooth comb; but at about 7.45 pm on August 18 an advert for Slender stated that the product was 'now in stock at Boots and other chemists'. This is the same thing as referring to 'Boots chemists'. I am reporting the matter to the Pharmaceutical Society whose code of ethics do not allow the title 'chemist' to be applied to any firm or individual in advertising.

"Are all adverts really and truly vetted? Or is the procedure as slap-happy as it was in 1966 when the Consumer Council attacked 19 television commercials, all for medical products, as infringing the Code of Advertising Practice?"—Editor.

### More than that family

Really I do not see why the Clarke family should be allowed to monopolise C&D correspondence columns, and I hope the Ian Clarke is not really united in defence of the new bureaucratic NHS. If so, I am sure they are being misled.

I recognise that Mr T. D. Clarke has special self interest and that he undoubtedly believes in the new organisation, but

# Reports of reactions increasing

The number of reports to the Committee on Safety of Medicines of suspected adverse reactions to medicines are rising. This is shown by the Committee's annual report, recently published jointly with those of the Medicines Commission, Veterinary Products Committee, British Pharmacopoeia Commission and Department of Health Medicines Division (HM Stationery Office, Commons paper 442, £0.95).

*C&D* reported on the Medicines Division's report earlier (August 11, p178) but lack of space in that issue precluded the reports of the other authorities' work. These are now given below.

The Committee on Safety of Medicines report states that during the year some 4,818 notifications of suspected adverse reactions were registered—a rise of about one-third on the previous total of 3,619. The Committee however states it is aware that the numbers of reports of adverse reactions still only represent a small proportion of those which actually occur.

The Committee considered the introduction of a scheme to indicate in the *Monthly Index of Medical Specialities* and on data sheets those products designated as "recently introduced." Doctors would be requested to take particular note of such products and report all details of suspected adverse reactions. At the end of the year the proposal was being discussed with the Association of the British

Pharmaceutical Industry, states the report.

On the processing of applications for product licences and clinical trial certificates for new drugs, the Committee noted that a backlog had built up at the end of the year because of a sharp increase in the number of submissions. There was a larger backlog for licences for products containing known ingredients and for variations of existing licences.

Letters were sent in the case of 97 applicants informing them that the Committee had reason to think it may be unable to advise the issue of a clinical trial certificate or product licence; 25 similar cases were carried forward from 1973, and one case arose when the revocation of an existing product licence was proposed. Seven hearings under the Medicines Act appeals procedure were held and the Committee considered written representations in respect of 20 applications. At the end of the year, 48 applications were still pending.

Following completion of the appeals procedure, the licensing authority was advised to issue certificates or grant licences in five cases. In eight cases, issue or grant was advised, but subject to conditions not in the original application, and on 12 occasions, the Committee advised refusal of applications. In the case of the existing licences the Committee did not advise revocation of the licences.

During the consideration of an application for a product containing a significant quantity of ethyl alcohol, the Committee noted that where alcohol or other excipients were likely to be pharmacologically active they should be listed on the packaging as active ingredients.

## General sale lists

The Medicines Commission's report states that following publication of the reports on the general sale lists, prescription only medicines, and retail sale of veterinary medicines, oral and written representations were received from many bodies and individual firms, in the light of which the committees concerned made further re-

## DITB offers bigger grants for training activity

Bigger grants for training activity with simpler forms for claiming them, and revised rules for levy exemption are features of the Distributive Industry Training Board's fifth grant scheme which started this month.

The scheme, described in a DITB booklet *Grant and Guidelines No 5*, includes basic grants of up to 100 per cent of levy for the first time. In addition the best trainers can earn a 10 per cent "key activity" grant and extra bonus grants which are made from a pool of unclaimed basic grant. In the last scheme the maximum basic grant was 80 per cent of levy and the bonus awards each worth 6 per cent of levy.

The Board's "Under Sixty" scheme, which for the last four years has offered smaller firms the option of simpler training grants, is dropped, though the simplified "Under Sixty" training documents are still available. Under the new scheme all firms will use a new claim form.

The new criteria for levy exemption, which from August 1, 1976 will be the right of every firm able to satisfy the

conditions, is fully detailed in the new booklet. The Board has been operating such a scheme on a discretionary rather than a statutory basis for the past two years offering levy exemption as an optional extra to firms which gained the Distributive Training Award.

The Board has agreed with the Manpower Services Commission that three-year levy exemptions granted as a result of applications made prior to July 31, 1975 will be allowed to run for their full term. Exemption certificates granted as a result of applications made in the transitional period from August 1, 1975 to the start of the statutory scheme will be for one year only.

The third edition of "Courses in Distribution", the Distributive Industry Training Board's guide to college and trade association examinations and courses, is now available, price £0.65. Also offered is "The Graduate in Distribution," a careers guide for university and polytechnic students (£0.15). Both are available from DITB, MacLaren House, Talbot Road, Stretford, Manchester M32 0FP.



"No, it's for my husband—he hasn't got any teeth!"

commendations to the Commission. By the end of the year the Commission's revised recommendations on the general sale list of human medicines had been submitted to the ministers but representations on prescription only medicines and the reports on veterinary medicines were still being considered.

The British Pharmacopoeia Commission's report states that during the routine revision of the current edition, the practice of giving directions on the strength of a preparation to be supplied in the absence of directions was reviewed. The Commission concluded that this advice should no longer be given and the decision has been made to omit such directions from future editions of the Pharmacopoeia. Work also began on the drafting of monographs on chemical and immunological products for the Veterinary Pharmacopoeia.

The Veterinary Products Committee's report states that the advice of the joint sub-committee on antimicrobial substances was sought on applications for licences or animal test certificates for eight antibiotic preparations. It is often difficult to accept the justification for the inclusion of two or more antibiotics, the report notes. The Committee recommended restrictions on the use of chloramphenicol, and advised the Agriculture Departments that certain therapeutic antibiotics should be exempted from the supply provisions of the Medicines Act.

## Dental-surgical committee

Mrs Barbara Castle, Secretary of State for Social Services, has announced that a Committee on Dental and Surgical Materials is to be set up under the Medicines Act. Professor R. A. Cawson, Professor of Oral Medicine and Pathology, Guy's Hospital, is to be the first chairman.

## 'No' to subsidy call

Mr Robert MacLennan, Under Secretary of State, Department of Prices and Consumer Protection has turned down a call for a subsidy on gluten-free flour. Mr Carter-Jones, MP had asked for the subsidy because of the flour's "considered beneficial effects in a range of diseases."

There is no case at present for mounting controlled clinical trials on the effect of a gluten-free diet in multiple sclerosis, Mrs Castle stated recently.



## Bum your way to Istanbul.

Believe it or not, these 25 bottoms could be your passport to a terrific holiday for two in Istanbul.

Because that's the first prize we're offering in a great new Tufty Tails competition.

And when you get your entry form through the post in the next few days, you'll see how easy it is to enter.

All you have to do is buy a case of Tufty Tails during September.

Then decide which bottom belongs to the baby, and guess his birth-date.

It's as simple as that.

The lucky winners will be flown to Istanbul to savour the delights of the East.

There are mystery prizes for fifty runners-up too.

And on top of that, everyone who enters receives a £1 money order.

It's our way of saying thank you to the Chemist Trade for making Tufty Tails brand leader for the fourth year running.



### Tuft Tails

The brand leader  
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## The Triangle Trust helps people of the Pharmaceutical Industry

The Triangle Trust 1949 Fund is an independent charitable trust administered by a Board of Trustees. Its primary aim is the relief of hardship or distress in the case of people and their dependents employed, or formerly employed in the pharmaceutical industry in Great Britain and the British Commonwealth. Such relief may include assistance with the educational expenses of children.

The Trustees are also prepared to consider applications for financial assistance, beyond the scope of an employer's responsibilities, with education or training in general or special subjects, including music and the arts.

*For additional information, or to apply for assistance, write to:*

The Secretary, Dept CD  
The Triangle Trust 1949 Fund  
Clarges House, 6-12, Clarges Street  
London W1Y 8DH



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# Company News

## Grout's new plant for crepe bandages opened

Grout & Co's new 31,000-sq-ft factory on the Harfreys Industrial Estate, Great Yarmouth, Norfolk, was officially opened by Mr Leonard Regan, chairman of the parent company Carrington Viyella Ltd, on August 21.

Addressing a number of guests and 120 employees at the ceremony, Mr Regan spoke of the introduction of new machinery and new production techniques that had been brought into use. "Grouts", he said, "have come a long way in the past six or seven years. We look upon this new factory and the performance of both management and staff with great pride." He paid special tribute to the work of the managing director, Mr N. Gooch, "who has travelled the world in the interests of the company."

Mr J. L. Williams, assistant to the managing director, later explained to visitors the several processes involved in the manufacture of crêpe bandages. The spun yarn came from Nelson, Lancashire, since some years ago the company's weaving had been transferred there. To meet the specification of the Department of Health that crêpe bandages must stretch to a length of five yards, the yarn is machine marked to such lengths. A standard yarn consists of 33 per cent wool and 66 per cent cotton but this is varied to requirements of the finished product. The yarn having no elasticity is passed through hot soapy water on a time and temperature basis, a process called "bumping". It is then dried and wrapped into the familiar crêpe bandage after cutting into various widths.

Besides marketing their own brand-name bandages, Norvic, Vic, Rayvic, etc, the company labelled crêpe bandages for many distributive companies.

## Ilford drug store in liquidation

Double yellow lines which presented parking difficulties for customers, the opening of another pharmacy nearby, high overhead expenses, insufficient cash flow, and inability to increase bank overdraft facilities, were among the reasons given by Stephen B. Zealander, the sole director, for the failure of a drug store, Stephanie Boutique Ltd, trading as Gants Hill Drug Store, 591 Cranbrook Road, Ilford, Essex. Statement of affairs disclosed that after allowing £231 due to preferential creditors the company had net assets of £231 to meet unsecured debts of £7,765.

The company commenced business as retailers and importers of clothing but early in 1970 Mr Zealander changed the articles and the company had since operated as a drug store.

After discussion, creditors resolved to

confirm the voluntary winding-up of the company with Leslie Rosner, accountant, 603 Cranbrook Road, Ilford, Essex, as liquidator.

## Dixons Photographic higher profits

Dixons Photographic Ltd pre-tax profits for the year ended April 26 amounted to £4.32m against £3.78m in the previous year. Sales, excluding VAT, totalled £60.11m (£46.71m).

The directors report that current year trading shows a significant increase in the overseas division. In the UK the year has started well as a result of "substantial" sales prior to the increase in the rate of VAT. Further permanent capital is being raised to intensify Dixon's programme in Europe.

## Wyeth to treble output at Havant plant

Wyeth Laboratories are trebling the size of the original plant at Havant which was constructed in 1956. The current expansion programme, costing £1.7m, should be virtually complete by early in 1976. Production then is expected to be worth more than £16m—over 40 per cent for export to 30 or more countries. The chairman, Mr Peter Keddie, who is to retire shortly, has meanwhile unveiled a plaque to mark the company's progress. The ceremony was attended by executives from the company and from the building contractors.

## Dreamland make loss

Dreamland Electrical Appliances Ltd made a loss of £1,300 after charging non-recurring items of £66,000 for the first half of the year. This compares with a pre-tax profit of £103,700 in the comparable 1974 period. Over the whole year the directors expect the profit to be "satisfactory".

### Briefly

**Ferro Metal & Chemical Corporation:** On a turnover of £8.68m against £5.62m, pre-tax profit fell from £338,683 to £167,659 in the half year to March 31. Interim dividend is unchanged at 1.5p.

**Fallek Products International Inc**, Amsterdam which lately increased their chemical activities by acquiring production facilities in the US, are setting up a pharmaceutical department based in Amsterdam. Fallek have branches in Tokyo, Sao Paulo, Milan, Madrid, Vienna and London with others in formation; New York and Amsterdam are centres.

# Appointments

**Benson's Hosiery Organisation** have appointed Mr Stanley Carpenter group managing director.

**Wellcome Foundation Ltd:** Mr J. J. Hally, national accounts manager, has been appointed arca sales manager (veterinary) in the Caribbean area.

**Arthur H. Cox & Co Ltd** have appointed Mr A. C. Head representative in Scotland and Mr B. Feller in South Wales and the West Country.

**Macarthy's Ltd:** Mr R. Kirk, BSc, MSc, MPS, has been appointed manager of the company's branch in Glasgow from September 1. He takes over from Mr B. Thompson who has been appointed training officer for Macarthy's at their Romford head office.

## Aerosol congress changes

The 10th International Aerosol Congress is to be held at the Royal Lancaster Hotel, London, September 29-October 2. Amendments to the original programme are that Dr P. Goldsmith, UK Meteorological Office, will be speaking in place of Professor Lovelock with a paper on "The ozone question" and Miss Katherine Whitehorn, *The Observer*, will be speaking on "what the consumer expects from an aerosol". Further information from Conference Services Ltd, 43 Charles Street, London W1X 7PB.

## £10 subsidy to reduce redundancies

The Department of Employment have announced a temporary employment subsidy scheme in an effort to reduce redundancies in assisted areas.

The scheme, which is effective from August 18, will offer a subsidy of £10 for each full-time job maintained where an employer is prepared to defer planned redundancies affecting 50 or more workers. The subsidy is payable for three months with the possibility of a three month extension, and by the end of the subsidy period it is hoped business would have recovered sufficiently to keep the workers concerned in employment. The scheme itself is voluntary and intended to last for one year.

Other conditions to be fulfilled for help under the scheme include: that the redundancies occur in an assisted area (development areas, special development areas and intermediate areas); that consultations have begun with the trade unions concerned and the application is made jointly; that the company is not insolvent or about to become so; and that prospects are reasonable for workers to be kept in employment for the duration of the subsidy. Employers wishing to apply should obtain form TES 1 from Department of Employment regional offices, unemployment benefit offices or any employment office.

# Market News

## Some chemicals dearer

London, August 27: A number of pharmaceutical and fine chemicals have been advanced recently. They include several of the phosphates, sodium perborate, sodium percarbonate, sodium and potassium hydroxides and ammonium acetate. Light calcium carbonate has advanced to £108 metric ton from £70.

Because of the bank holiday trading in crude drugs and essential oils was on a restricted level and the market had little opportunity to establish new price levels. Marked down were balsams, gentian root, Russian liquorice root and quillaia.

Cochin ginger and Sarawak black pepper were dearer while cardamoms were said to be firmer although no change was made to the previous quoted level.

## Pharmaceutical chemicals

**Acetic acid:** 4-ton lots, ex-works, per metric ton, BPC glacial £212.50; 99.5 per cent £201.50; 80 per cent grades pure, £188; technical £174.50.

**Acetomenaphthone:** 100-kg lots, £0.64½ kg.

**Adrenaline:** (per g) 1-kg lots synthetic £0.25; acid tartrate £0.25.

**Aloin:** 50-kg lots £12.90 kg.

**Aluminium chloride:** Pure 50-kg lots, £0.8248 kg.

**Ammonium acetate:** BPC 1949 crystals £0.45 kg in 50-kg lots; strong solution BP 1953 £0.1841 kg in 200-kg lots.

**Ammonium bicarbonate:** £130.50 per metric ton.

**Ammonium chloride:** Pure in 50-kg lots £0.2131 kg for powder.

**Amylobarbitone:** £6.22 kg in less than 100-kg lots, sodium £7.24.

**Ascorbic acid:** £7.20 kg; 5-kg £6.20 kg; sodium ascorbate, plus 3p, silicone-coated, plus 13p kg.

**Bacitracin zinc:** £3.00 per mu.

**Benzoic acid:** BP in 50-kg lots £0.5352 kg (50 kg kegs).

**Borax:** EP grades, 2-4 ton lots per metric ton, in paper bags delivered—granular £146; crystals £201; powder £161, extra fine powder £169.

**Boric acid:** EP grades per metric ton in 2-4 ton lots—granular £196; crystals £270; powder £215; extra-fine powder £224; in paper bags, carriage paid.

**Bromides:** Crystal £ per metric ton

	Under 50-kg	50-kg	1,000-kg
Ammonium	930	811	756
Potassium*	840	741	706
Sodium	840	728	693

\* Powder plus £36 kg

**Calciferol:** £450-£550 kg.

**Calcium carbonate:** BP light £108 metric ton.

**Calcium pantothenate:** £5.50 kg.

**Carotene:** Suspension 20 per cent £28.50 kg.

**Codeine:** (kg) Alkaloid £240.40; hydrochloride £208.90; phosphate £183.40.

**Colchicine:** £0.90-£1.00 per g.

**Cortisone:** Acetate £295-£380 kg.

**Cyanocobalamin:** £3.00 per g.

**Deltacortisone:** £450-£480 per kg.

**Dexpanthenol:** 10-kg lots £10.00 kg.

**Ether:** Anaesthetic, BP 2-litre bottles £2.14 each; drums from £1.11 kg in 16-kg drums to £1.01 kg in 130-kg. Solvent, BP from £796 metric ton in 16-kg drums to £712 in 130-kg.

**Formic acid:** per metric ton in 4-ton lots, 98 per cent £236.25; 85 per cent £196.30.

**Glucose:** (Per metric ton in 10-ton lots) monohydrate £179; anhydrous £140, liquid 43° Baume £155 (5-drum lots); naked £129 (tanker 14 tons).

**Glycerin:** 1-5 ton lots £514 metric ton; 5-ton £511 ton, in 250-kg returnable drums.

**Homatropine:** Hydrobromide £56.00 kg; methyl bromide £58.00 kg.

**Hydroxocobalamin:** £5.00 per g.

**Hypophosphites:** £ per kg

	12½-kg	50-kg
Calcium	1.66	1.73
Iron	3.77	3.63
Magnesium	3.80	3.16
Manganese	3.92	3.78
Potassium	2.64	2.50
Sodium	2.32	2.19

**Hypophosphorous acid:** (50-kg lots) Pure 50% £2.8865 kg; BPC, 30% £2.2434.

**Iodides:** £ per kg

	under 50-kg	50-kg	250-kg
Potassium*	3.06	2.93	2.91
Sodium	4.00	3.88	—

\* For crystals and granules. Powder plus £0.11 kg.

**Iodine:** Resublimed in 250-kg lots £4.01½ kg.

**Iron ammonium sulphate:** 250-kg lots £0.27½ kg.

**Phenylephrine hydrochloride:** From £62 to £70 kg as to quantity.

**Pholcodine:** 1-kg £240.90; 60-kg £218.60 per kg. Subject to Misuse of Drugs Regulations.

**Phosphoric acid:** BP sg 1.750, £0.4373 kg in 10-drum lots.

**Phthalylsulphathiazole:** 50-kg lots £1.60 kg.

**Physostigmine:** Salicylate £0.69 per kg; sulphate £0.88 in 100-g lots.

**Pilocarpine:** Hydrochloride £174.50 per kg, nitrate £169.50.

**Potassium acid tartrate:** BPC 950 metric ton delivered.

**Potassium citrate:** Granular £669-£804 metric ton as to maker. Premium for powder £12.

**Potassium hydroxide:** Pellets BP 1963 in 50-kg lots £1.19 kg; sticks £4.31; technical flakes £0.4577.

**Potassium phosphate:** BPC 1949 in 50-kg lots, granular £1.6746 kg; powder £1.4744.

**Progesterone:** £120-£220 per kg.

**Pyridoxine:** £13.75 kg; £12.75 kg in 5-kg lots.

**Riboflavin:** £21.50 kg; 5-tons £20.50 kg.

**Saccharin:** BP in 250-kg lots £2.66 kg; sodium £2.35 both nominal.

**Sodium acid phosphate:** BP crystals £0.9613 kg for 50-kg lots.

**Sodium benzoate:** BP in 500-kg lots £0.4269 kg.

**Sodium bicarbonate:** BP £55.14 per 1,000 kg minimum 10-metric ton lots delivered UK.

**Sodium carbonate:** Anhydrous £142 metric ton.

**Sodium chloride:** Vacuum dried in 10-ton lots £15.14 metric ton delivered London.

**Sodium citrate:** From £581-£650 per metric ton as to maker. Premium for powder £12.

**Sodium fluoride:** BP keg in 50-kg lots £1.3071 kg.

**Sodium gluconate:** Technical £510 metric ton.

**Sodium hydroxide:** Pellets BP 1975 in 50-kg lots. £0.78 kg sticks (BP 1958) £2.92 for 50 kg.

**Sodium nitrite:** BPC 1963 50-kg lots £0.8415 kg.

**Sodium pantothenate:** £8.00 kg.

**Sodium perborate:** (per 1,000 kg)—monohydrate £383; tetrahydrate £225.

**Sodium percarbonate:** £304 per metric ton.

**Sodium potassium tartrate:** Granular £1.160 metric tons.

**Sodium sulphate:** BP crystals per metric ton £84.60; commercial £31.

**Sodium sulphite:** Crystals £0.1486 per kg in 50-kg lots.

**Sodium thiosulphate:** Photo grade £114.75 metric ton; commercial £109.25.

**Sorbitol:** Powder £398.50 metric ton; syrup £200.

**Stilboestrol:** BP in 25-kg lots £86.00 kg.

**Streptomycin:** £20 kg base, dihydrostreptomycin £21 kg base.

**Succinylsulphathiazole:** £50-kg £4.34 kg.

**Sulphacetamide sodium:** BP £6.51 kg for 50 kg.

**Sulphamethizole:** BP 250-kg lots £5.33 kg.

**Sulphaquinoxaline:** BVetC in 50-kg drums, £7.35 kg; sodium salt £7.98.

**Tartaric acid:** Spanish £1.200 per metric ton.

**Terpineol:** BPC in 50-kg lots £0.82 kg.

**Testosterone:** £200-£300 kg; propionate £230-£330.

**Tetracycline hydrochloride:** £12-£13 per kg.

**Theophylline:** Hydrate and anhydrous £3.41 kg in 100-kg lots. Theophylline ethylenediamine £3.36 kg under 50-kg lots.

**Thiamine hydrochloride:** Per kg £11.75; 5-kg £10.75; 25-kg £10.25.

**L-Thyroxine:** £1.25 per kg.

**L-Tri-iodothyronine sodium:** £2.50 per g.

**Vitamin A:** Acetate powder, 500,000 iu per g £9 kg for 5-kg lots. Palmitate oil 1 ml: u per g £9 kg for 5-kg.

**Vitamin D:** Powder for tabling 850,000 iu per g £25 kg; £24 kg for 5-kg lots.

**Vitamin E:** (per kg in 5-kg lots), pure oil £11.00.

**Zinc chloride:** Granular 96.98 per cent £365 metric ton, delivered.

**Ginger:** (ton, cif) Cochin £500, Jamaican No 3 £700; Nigerian split £420, peeled £550.

**Gums:** **Acaela**, Kordofan, cleaned sorts \$1.280, fob, metric ton. **Karaya** No 2 faq £475 metric ton, cif. **Tragacanth** No 1 £525 spot per 50 kg.

**Henbane:** Niger £1.10 kg spot; £1.00, cif.

**Honey:** (per ton in 6-cwt drums, ex-warehouse) Australian light amber £450, medium £430; Canadian £590; Mexican £470.

**Hydrastis:** £8.20 spot; £7.80, cif.

**Ipecacuanha:** (kg) Costa Rica £3.60 spot; £3.45, cif. Matto Grosso spot nominal £5.30; £5.15, cif.

**Jalap:** Mexican basis 15 per cent no spot; £1.40 kg, cif; whole tubers £1.50, cif.

**Kola nuts:** £180 metric ton; £170, cif.

**Laonolin:** 1,000-kg lots BP grades from £955; cosmetic £1.025; technical £910.

**Lemon peel:** £690 metric ton spot; £670, cif.

**Liquorice root:** Chinese £190 metric ton, cif. Russian £220 spot; £190, cif. Block juice £1,130; spray-dried £1,050.

**Lobella:** European herb £920 metric ton spot; £880, cif. American £1,000 spot; £870, cif.

**Lycopodium:** Indian £4.05 kg; £3.70, cif.

**Mace:** Grenada No 1 £2,240 ton, fob.

**Menthol:** Brazilian spot £10.50 kg, shipment £10.10, cif. Chinese £11.50 spot; £9.70, cif.

**Nutmeg:** (ton, cif) East Indian 80's £1,430, bwp £1,020 spot; £980, cif. West Indian 80's £1,410, unassorted £1,300; defective £980.

**Nux vomica:** £210 metric ton spot.

**Pepper:** (ton) Sarawak black £745 spot; £705, cif; white £950; £910, cif.

**Pimento:** (ton) Mexican US\$2,350, cif.

**Pcdophyllum:** Root £420 metric ton, cif.

**Quillala:** £1,250 metric ton spot; £1,225, cif.

**Rhubarb:** Chinese rounds 60% pinky £1.40 kg.

**Saffron:** Mancha superior £130 per kg.

**Sarsaparilla:** £1.25 kg spot.

**Seeds:** (metric ton, cif) **Anise:** China star £420 nominal. **Caraway:** Dutch £365. **Celery:** Indian £330. **Coriander:** Moroccan £135. **Cumin:** Indian £525. **Dill:** Indian £175. **Fennel:** Indian new crop £525. **Fenugreek:** £127.

**Senega:** Canadian £13.50 kg spot; £13, cif.

**Senna:** (kg) Alexandria pods, hp, £1.96; manufacturing, £1.43. Tinnevelly leaves faq No 3, £0.26; faq pods £0.26; hp, £0.42.

**Squill:** Italian spot nominal, £860 metric ton, cif. new crop.

**Styrax:** £2.75 kg spot; shipment £2.70, cif.

**Tonquin beans:** £1.05 kg spot; £0.95, cif.

**Turneric:** Madras finger £215 ton, cif.

**Valerian:** Indian root £680 metric ton, spot; £650, cif.

**Waxes:** Bees', Australian £1,100 cif., metric ton, cif. **Candelilla:**, £625 spot; £615, cif. **Carnauba:** fatty grey, £1,000 spot; £900, cif, prime yellow £1,750; £1,500, cif.

**Witchhazel leaves:** Spot £2 kg; £1.85, cif.

**Essential oils**

**Almond:** Sweet in drum-lots £1.20 kg.

**Amber:** Rectified £0.45 spot.

**Anise:** £14.50 kg spot; £13.50, cif.

**Bay:** West Indian £10.25 kg.

**Bergamot:** From £13.50 kg as to grade.

**Bois de rose:** £4.50 kg spot and shipment, cif.

**Buchu:** English distilled £255 kg.

**Camphor white:** £0.90 kg spot; £0.65, cif.

**Cananga:** Java £5 kg spot.

**Caraway:** Imported £16.50 kg; English £28.

**Cardamom:** English distilled £77.50 kg.

**Cassia:** Chinese £11 kg spot; £12.40, cif.

**Cedarwood:** Chinese £0.95 kg spot; £0.90, cif.

**Celery:** English £33 kg.

**Cinnamon:** Ceylon leaf £2 kg spot and cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press but it should be noted that in the present state of the market quotations change frequently.

## Coming events

# André Philippe



## For the very best in Bubble Bath Gift Packs

### Classified Advertisements

Post to Classified Advertisements, Chemist & Druggist, 25 New Street Square, London EC4A 3JA.  
Telephone 01-353 3212.

Publication date Every Saturday.

Headings All advertisements appear under appropriate headings.

Screen 100.

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Series Discounts 5% on 3 insertions or over. 10% on 7 insertions or over. 15% on 13 insertions or over.

Copy date 4 pm Tuesday prior to publication date. Advertisements should be prepaid.

Circulation ABC July/December 1974, 15,353.

### Miscellaneous

#### CONTRACEPTIVES INTERNATIONAL

USA Black Cats (per gross)	5.25	Dutch "Fun" (per 120)	8.50
USA Tahiti Colours (per gross)	5.50	Swedish Stork (per box)	6.40
USA Stimula Ribbed (per gross)	10.00	Swiss Green Band (per gross)	10.50
Japanese Seanes (per gross)	4.25	Extension Sheath (each)	0.60
German High (per 50 pkts)	5.70	Love-Variations Kassette	1.80
French Ticklers (per 50 pkts)	7.45	Plus many more items. Including Lingerie, Marital Aids, etc, etc.	
German Long Love (per 50 pkts)	5.40	For our comprehensive brochure send 10p to cover p & p.	
Danish Pussycats (per gross)	6.80	FREE promotional literature available with all orders.	
Italian Hatu (per gross)	7.75		

ADD 8 PER CENT VAT  
WARWICKSHIRE SUPPLIES (DCD), Commerce House, Water Orton,  
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Unique performance. Mass market.  
Manufacturing/Packaging geared for immediate launch.  
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We can't set you up with an oil rig but we can rig you up with a set of Star Gems Fashion Jewellery Displays designed to produce bonanza profits to pump into your till. All displays ready for instant operation. Gentlemen, if you are not stocking Star Gems Displays you are not selling fashion jewellery. Generous credit terms or discounts. Contact Star Gems of Leicester now and earn money.

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Star Gems Sell Nationwide

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We specialize in the installation of small coin-operated laundries within the confines of an existing shop.

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SOLE DISTRIBUTORS of fine luxury Toilet Soaps, Perfume Atomisers, Hair Accessories and other high-class Chemists Sundries, require established Agents covering department stores, chemists (also ladies' hairdressers). Box No. 2353.

#### INFORMATION!

Tablet and Capsule Identification Guide.

Manufacturers and Suppliers Index.

Buyers Guide.

Wholesalers.

Value Added Tax.

Medicines Acts 1968 and 1971.

These are just some of the sections included in CHEMIST & DRUGGIST DIRECTORY 1975, the essential reference for every pharmaceutical retailer, wholesaler and manufacturer.

Send for your copy today to :

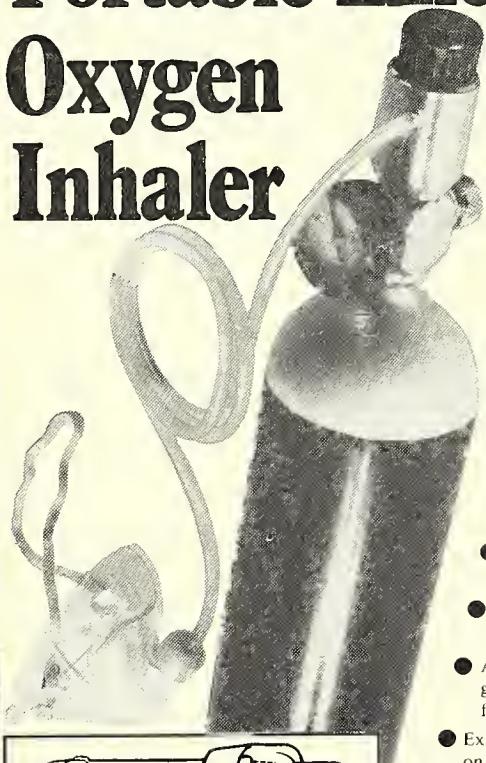
Chemist & Druggist,  
25 New Street Square,  
London EC4A 3JA.

01-353 3212 (Mr Hayes).

Price £8.50 inc. postage and handling. C&D subscribers only £5.50 inc. postage and handling.

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- Complete in its own carrying case, with Cylinder, Valve, Tubing and Mask.
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- The Cylinder has a capacity of 230 litres of oxygen
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- Ex Stock delivery on small quantities

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## Classified Advertisements

### Wanted

**WANTED** complete fixtures and fittings from old chemist's shop in good condition. Apothecary's cabinet, nests of drawers, dispensing unit, display cabinets, etc. Please contact S. Pickles, 91 Cinslow Gardens, London, SW7. Tel: 01-373 6680 evenings or 493 2963 day.

WE WILL PURCHASE for cash a complete stock of a redundant line, including finished or partly finished goods, packaging, raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone Lawrence Edwards & Co. Ltd., 6/7 Wellington Close, Ledbury Road, London W11. Tel: Park 3137-8.

**AGENT**, well established with Chemists, Co-ops, Departmental Stores, etc. in Warwick, Worcester, Staffordshire, Shropshire, Hereford and Leicester, both retail and wholesale, requires NEW LINES to complete portfolio. Please reply to Box No. 2351.

### For Sale

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WE WANT Afro cosmetics and Afro sundries to sell in our shop. Suppliers please contact Box No. 2354.

### Shopfitting

LEADING MANUFACTURER of interior shopfittings offers special low prices to retailers prepared to act as showshops. The shops concerned must be within 50 miles of London or Birmingham. Interest free or low deposit HP available in suitable cases and commission payable on orders resulting from visits to your shop. Full details from SPAN SHOPFITTING COMPANY, 32 Church Road, London SE19 2ET. Tel. 01-653 5859.

Self selection will increase your toiletry sales sufficiently to pay for a complete shop modernisation. As primary manufacturers of wall fittings and counters we offer very early delivery and installation in just one day, or overnight, new shops or old shops or part shops. Immediate quotations without obligation for shopfronts and interiors. Thirsk Shopfittings, 741-743 Garratt Lane, London SW17 0PD. Telephone 01-946 2291 (4 lines).

## Appointments

### Regional Pharmaceutical Officer

Salary (superannuable) £8499-£8691-£8886-£9078-£9270

Applications are invited from registered pharmacists in the United Kingdom for the above post with the West Midlands Regional Health Authority, in which there are eleven Area Health Authorities, including an Area Health Authority (Teaching), serving a population of over five million.

The Regional Pharmaceutical Officer will advise the Regional Health Authority on all pharmaceutical matters. He will participate in service-planning teams and in drawing up capital development programmes. He will monitor and co-ordinate Area performance in the provision of pharmaceutical services and he will be responsible to the RHA for the effective functioning of those activities which in accordance with RHA policy are organised on a regional basis.

Candidates should have wide experience in some aspects of pharmaceutical practice including hospital, academic and general practice pharmacy and, in particular, pharmaceutical administration.

A suitable appointee may be offered a visiting appointment in the Pharmacy Department in the University of Aston where there are opportunities for teaching and research. Also possible opportunity for liaison with the Department of Clinical Pharmacology in the University of Birmingham.

Whitley Council terms and conditions of service. Further information from the Regional Personnel Officer, Arthur Thomson House, 146-150 Hagley Road, Birmingham B16 9PA.

(Tel: 021-454 4828 - Ext 51) to whom applications, with the names of three referees should be addressed by 13th September 1975.



West Midlands Regional Health Authority

### WANTED

**Pharmacist** to take charge of small easily run Pharmacy in provincial town in Co. Tyrone, N. Ireland. Good salary (in excess of £3,500) + incentives. Accommodation available. Apply BOX NO. 2355.

**PHARMACIST** required. Mainly to be in control of dispensary, but usual shop duties not entirely excluded. Five day week, rota once in six weeks. Salary to be arranged by negotiation. Bonus scheme in operation and generous holidays. Please apply: The Manager, G. Peck & Son, 18 St. Andrews St., Cambridge. Tel: 52891.

### Our address for Box No. replies is

**Chemist & Druggist**  
25 New Street Square  
London, EC4A 3JA  
Tel: 01-353 3212



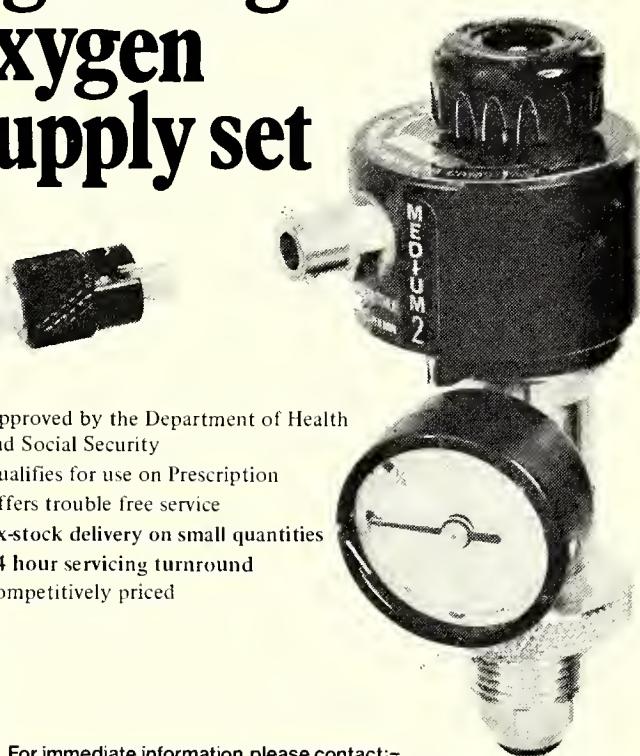
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